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# THE AMERICAN ELEVATOR AND GRAIN TRADE

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PUBLISHED BY Mitchell Brothers Publishing Co. } A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS. } One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XLIV

431 South Dearborn Street, Chicago, Ill., July 15, 1925

NO. 1

## Of Course

We want your business but we want it on a basis that will pay you as well as ourselves. We want it because we have proper facilities for handling it.

Don't be satisfied with slow returns or poor service; send your shipments to

**McKENNA & DICKEY**

**GRAIN**

60 Board of Trade  
CHICAGO

GRAIN DRYERS  
FEED MIXERS  
FEEDERS  
STEAM COILS  
COOKERS  
MOLASSES HEATERS  
SPECIAL DRY-



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## WHEN YOU NEED DRIED BUTTERMILK

WRITE OR 'PHONE US FOR

Quality Product, Attractive Prices, Fresh Stock at Convenient Points

Let us help you on

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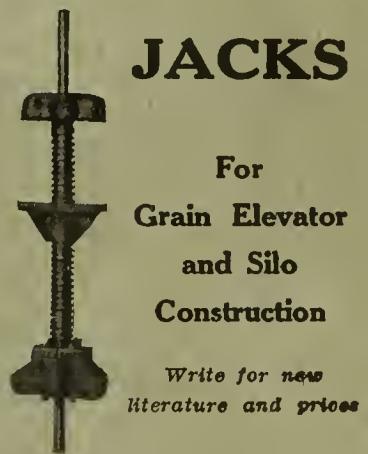
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**S. T. EDWARDS & CO.**

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For  
Grain Elevator  
and Silo  
Construction

Write for new  
literature and prices

(Patented)

Manufactured and sold by  
**NELSON MACHINE CO.**  
WAUKEGAN, ILL.

**"THE CLIMAX"**  
SCOOP TRUCK  
CAPACITY { 200 Lbs. Coal  
2½ Bushels Grain

Can easily add Twenty-five cents an Hour to the value of a man's time who uses it in unloading Coal or Grain from box cars. Hence, in two weeks' use the Scoop-Truck will pay for itself and cost you nothing for its use thereafter. It will last for years and save the wearing out of a dozen common scoops in doing a like amount of work.

Hundreds have tried it and will certify to the truth of these statements.

Why not order now and let the Scoop-Truck be giving itself to you?

PRICE: \$15.00 F. O. B. cars at factory

Detroit Scoop Truck Co., 993 Osborne Place, Detroit, Mich.

**JONES-HETTELSATER CONSTRUCTION CO.**

Designers and Builders

MILL BUILDINGS :: ELEVATORS  
FEED PLANTS

708-9 Mutual Building, Kansas City, Mo.

*Super - Service*  
Grain Elevator and Conveyor  
Belting

Manufactured by

**HAMILTON RUBBER  
MANUFACTURING CO.**

Trenton, N. J.

Branches: Chicago, New York, Philadelphia

*Specializing in wheat for 64 years*

# Rogers Grain Co.

**(Established 1861—Incorporated 1900)**

# All Branches of the Grain Business

# COMMISSION BUYERS SHIPPERS

**Recognized for over half a century**

# As Expert Wheat Handlers

# Send Us Your Consignments

**FOR CHICAGO, MILWAUKEE, ST. LOUIS,  
AND MEMPHIS**

*Wire us your offers of Grain to arrive*

*We always pay top prices*

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**Branch Offices:**  
**Bloomington, Ill.**  
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**Members of:**  
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**St. Louis Merchants Exchange**  
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Airveyor Marine Tower of the Baltimore and Ohio Terminal Elevator, Baltimore, Maryland.

The Airveyor is the standard pneumatic conveying system for grain.

Designed and installed by the

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*Send us your inquiries*

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is operated for profit to  
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Several of the largest corporations, Telephone and Telegraph Companies, Public Utilities and others, have adopted the FUNDAMENTAL PRINCIPLE of Mutualization by distribution of stock among their customers.

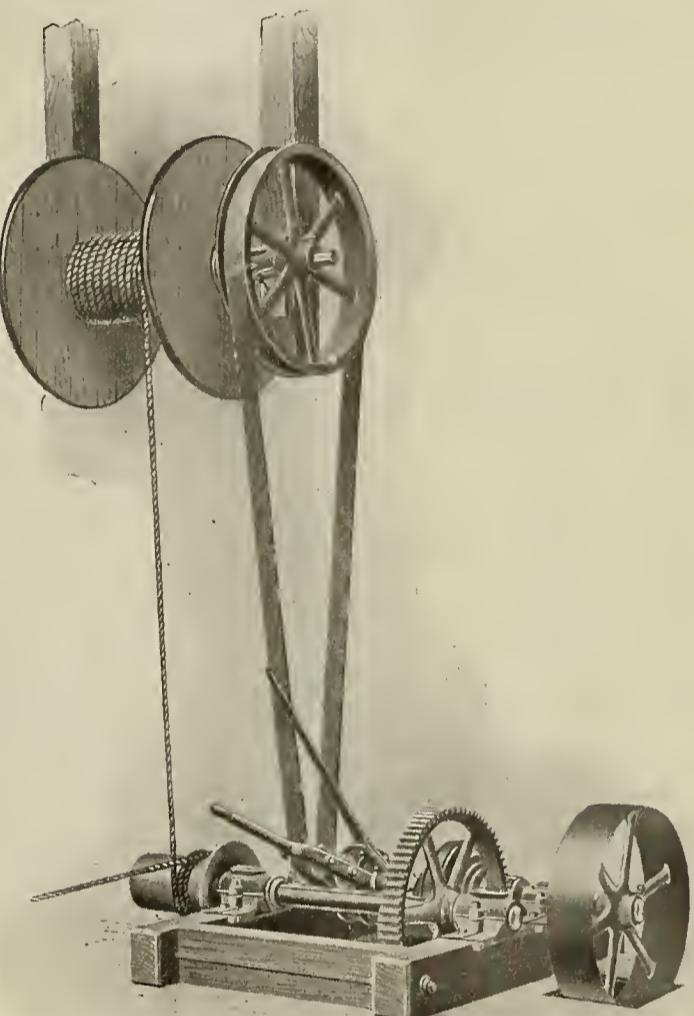
Mutual Insurance accomplishes the purpose in the most direct method.

## Mutual Fire Prevention Bureau

Representing the  
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## Nordyke & Marmon Company

### POWER CAR PULLER



For convenience in spotting empty cars and moving single or trains of loaded cars, the Nordyke & Marmon Company Spur Gear Car Puller, pictured above, will be found most useful and dependable.

It is built in three sizes ranging in capacity from one to twenty loaded cars on level track, and is supplied either with or without rope winding spool and attachments. Plain jaw or friction clutch release on drive shaft is optional.

**NORDYKE & MARMON COMPANY**  
Established 1851

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Indiana

*AMERICA'S LEADING MILL BUILDERS*



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## Indianapolis—Your Market—A Three Times Greater Grain Market

Indianapolis, the center of grain centers, is known today as one of the most important, rapidly growing grain and hay markets in the country. Receipts of grain during the last ten years have nearly trebled in volume, due to the advantages its geographical location offers to the grain and hay producing and consuming sections of the country, its splendid railroad facilities assuring prompt returns on shipments, its large local consumption of grain by its corn and flour mills and its manufacturing industries, its increased elevator storage and drying equipment, its adequate weighing facilities and efficient inspection department. This has made Indianapolis more and more important each season for shippers and buyers of grain, hay and feed.

### Movement of Grain and Hay During the Year 1924

	Receipts	Shipments
Corn .....	18,013,000 bushels	13,483,000 bushels
Oats .....	11,744,000 bushels	10,009,000 bushels
Wheat .....	5,018,000 bushels	2,635,000 bushels
Rye .....	262,000 bushels	157,600 bushels

The following Receivers and Shippers are members of  
Indianapolis Board of Trade

#### The Cleveland Grain Co.

OPERATING FIVE TERMINAL ELEVATORS

Mighty Good Consignment Service  
Ed. K. Shepperd, Manager

#### JAMES E. BENNETT & CO. GRAIN, STOCKS, COTTON

MEMBERS  
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Chicago Board of Trade  
and other leading exchanges.  
Cash Grain Shipments Solicited  
Indianapolis branch at 718 Board of Trade

#### H. E. Kinney Grain Co.

COMMISSION—BROKERAGE

#### The Bingham Grain Company

Receivers and Shippers of

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#### THE LEW HILL GRAIN COMPANY

G R A I N

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SERVICE—EFFICIENCY—COURTESY  
SHIP TO

#### HART-MAIBUCHER CO. INDIANAPOLIS

Consignments and Sales to Arrive

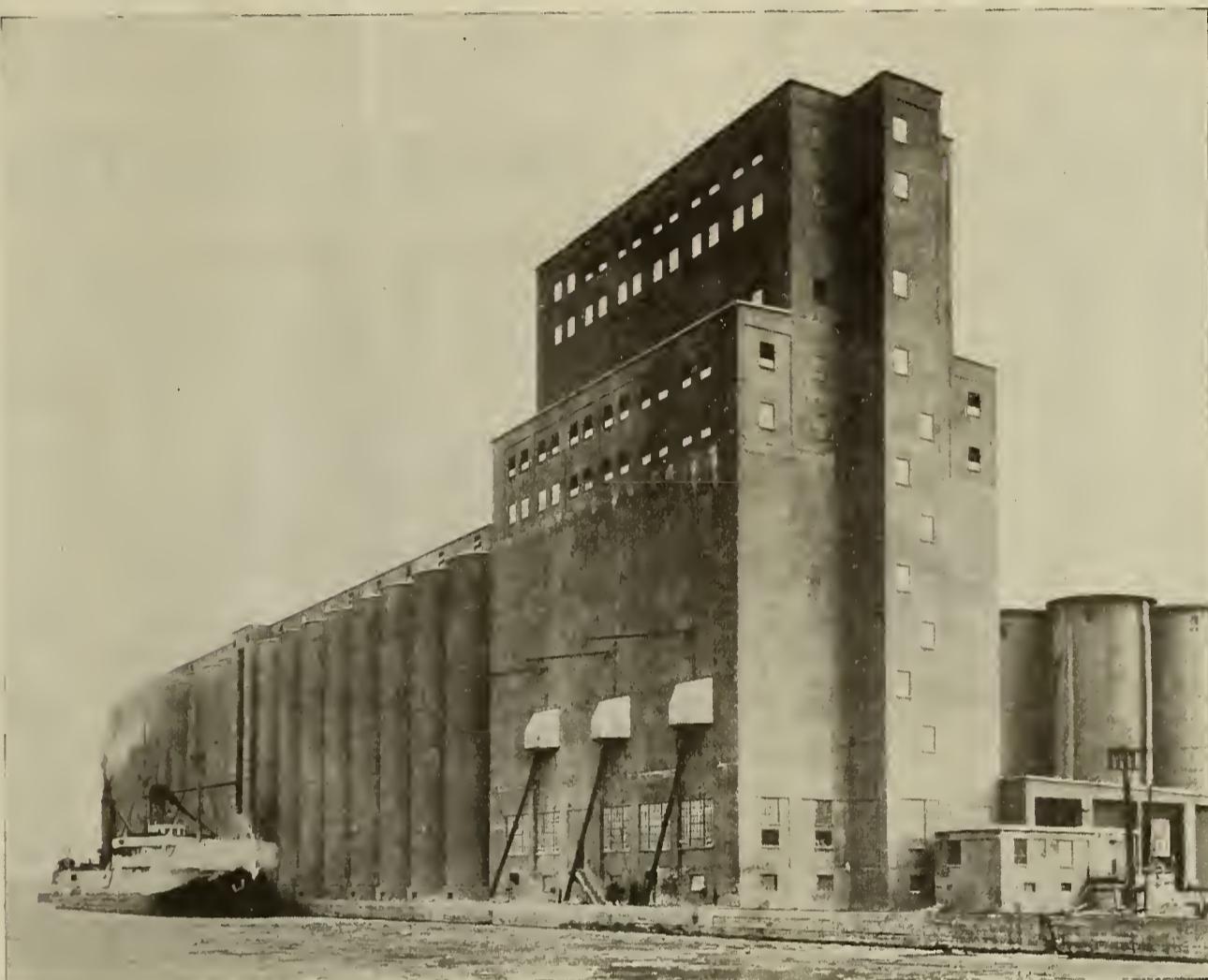
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*The Better Kind of Grain Handling Machinery*



#### WE MAKE

Apron Conveyors  
Belt Conveyors  
Drag Conveyors  
Pan Conveyors  
Mixing Conveyors  
Spiral Conveyors  
Trippers  
Bucket Elevators  
Elevator Buckets  
Elevator Boots  
Elevator Casing  
Elevator Heads  
Sack Elevators  
Barrel Elevators  
Elevator Spouts  
Loading Spouts  
Dock Spouts  
Chain  
Sprockets  
Grain Cleaners  
Truck Dumps  
Wagon Dumps  
Truck Hoppers  
Power Shovels  
Car Pullers  
Rope Drives  
Gears  
Power Transmitting  
Machinery



Weller made products are sold on the basis of quality. Installed in your elevator they will help you to operate at full capacity at the lowest cost for upkeep. Frequent shutdowns and waiting for repairs dissipate your profits.

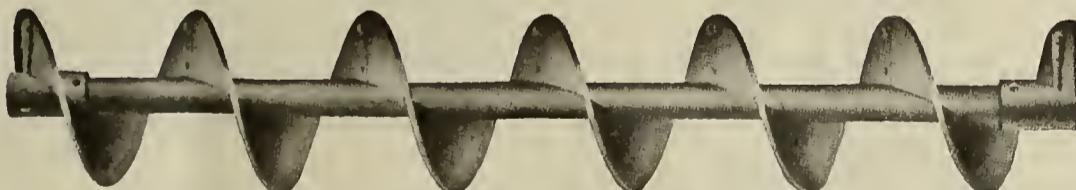
#### WELLER SUPER-CAPACITY ELEVATOR BUCKETS



Increase the capacity of your Elevator. Perfect discharge at low or high speed. Substantially constructed of heavy sheet steel, riveted at each corner and spot welded on the laps. Reinforced with extra thickness of steel on the back.

*Descriptive Circular On Request.*

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Cold Rolled Steel Sectional Flights. Wear Long. Evenly Balanced. Run True. Interchangeable with All Standard Makes.

We Also Make

Aluminum, Brass, Cast Iron, Copper, Galvanized, Monel Metal and Tinned Spiral and Ribbon Conveyors

*Send Us a List of Your Requirements We Will Quote Prices*

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Main Office and Works,

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ST. LOUIS

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## THE GATEWAY TO THE SOUTH AND EAST

Has the "square deal" plugging system for hay.

Has reconsignment and transit privileges and other favorable points which insures most successful handling of grain or hay shipments.



Home of the Cincinnati Grain and Hay Exchange

Is the terminal point for 200,000 miles of railways and therefore a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage. Has weighing and inspection service second to none and up-to-date grain and hay merchants constantly safeguarding their patrons' interests.

Those are just a few of the reasons why you should ship your Grain and Hay to Cincinnati. Ship to any of the following responsible grain and hay firms, all members of the

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DE MOLET GRAIN CO., Grain and Hay

A. C. GALE & CO., Shippers of Choice Milling Wheat

CLEVELAND GRAIN & MILLING CO.,  
Grain

EARLY & DANIEL CO., Hay, Grain, Feed

CURRUS GRAIN CO., Grain Receivers and Shippers

SCHOLL GRAIN CO., Grain Exclusively

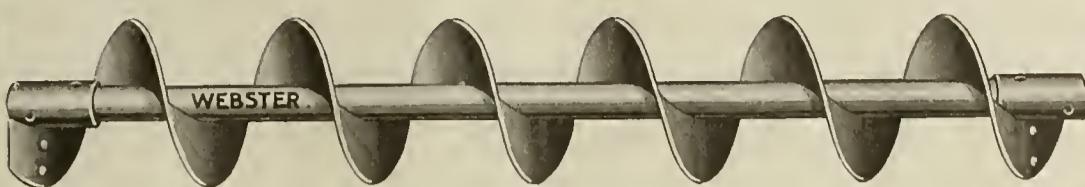
PERIN, BROUSE, SKIDMORE GRAIN & MILLING CO., Grain, Hay, Feed

MUTUAL COMMISSION COMPANY,  
Strictly Commission

THE FITZGERALD BROS. CO., Commission Merchants, Receivers and Shippers of Grain and Hay



Buffalo Elevator Bucket



Steel Screw Conveyor



Empire Elevator Bucket



Mosher Bag Holder



Champion Flour Scoop



Elevator Boot



Clark  
Automatic  
Power Shovel



Salem Elevator Bucket

## Webster Grain Handling Equipment

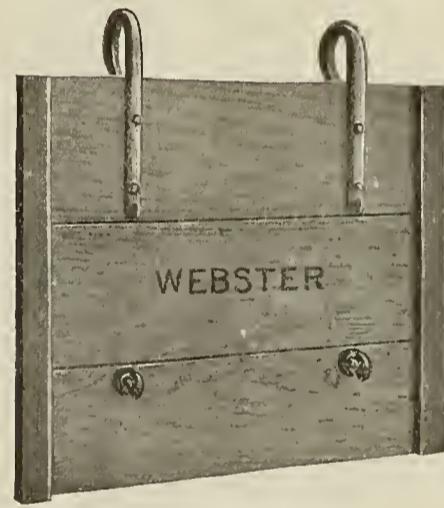
WHETHER your requirements are for elevator buckets, sprockets, chains, bearings, friction clutches, elevator boots, car pullers, grain scoops, power shovels, or complete equipment for handling grain, flour and feed, Webster offers you an opportunity to obtain the best.

Our forty-nine years' experience in designing and manufacturing grain handling equipment has enabled us to produce only that which is recognized as superior.

No matter what your grain handling problem is, Webster equipment, plus our engineering staff, will more than likely lead you out of your difficulties. Catalog showing our complete line of grain handling equipment sent on request.



Car-Loading Spout



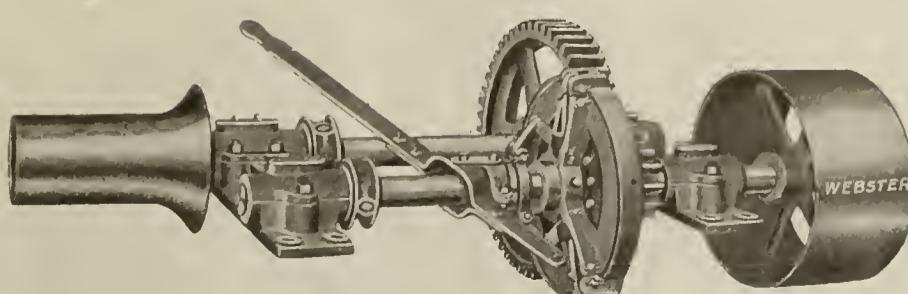
Power Shovel Scoop



Sprocket Wheel



Hercules Grain Scoop

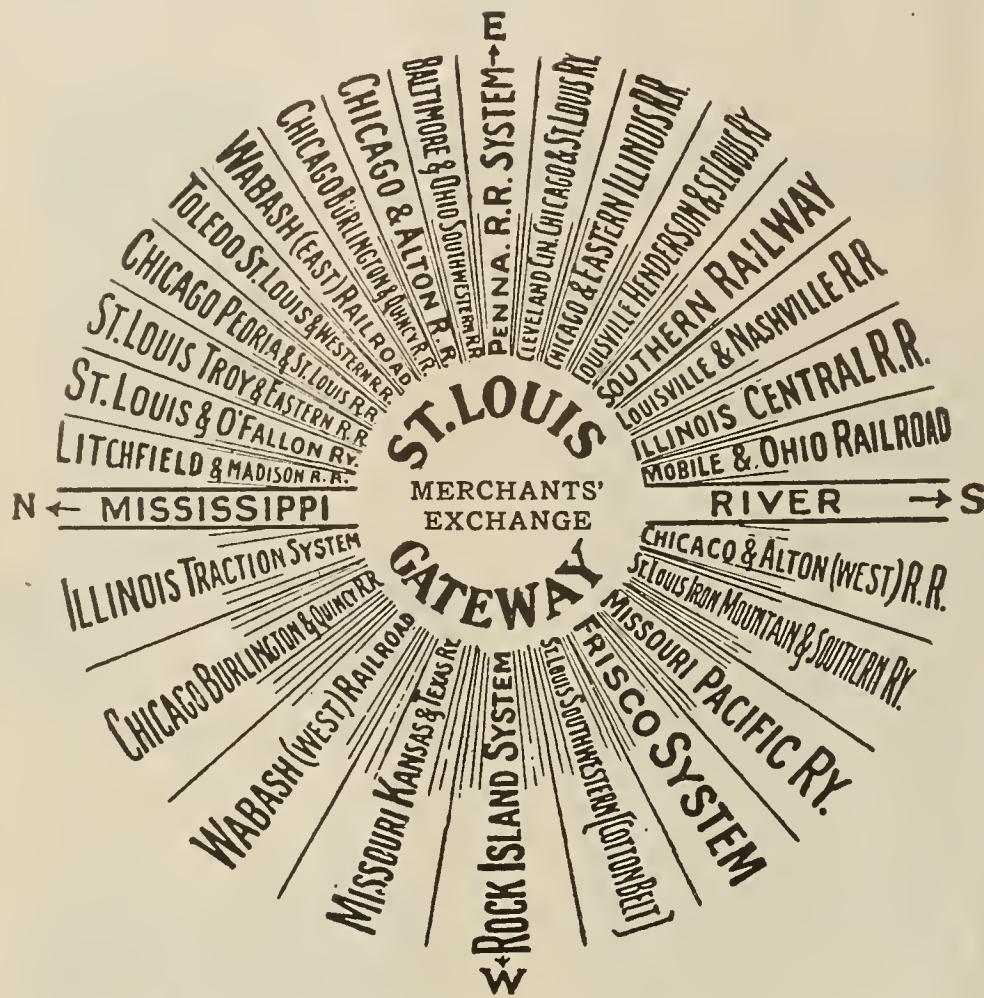


Car Puller



Minneapolis "V" Elevator Bucket

# ST. LOUIS, MO.



Within a radius of 25 Miles—Center of Corn Production.  
Within a radius of 250 Miles—Center of Oat Production.  
Within a radius of 135 Miles—Center of Farm Area.  
Within a radius of 100 Miles—Center of Farm Valuation.  
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St. Louis One of the Greatest Primary Grain Markets in the United States

More than One Hundred Million Bushels of Grain Received Annually

Movement of Grain by Barge from St. Louis to New Orleans for Export a Factor in Grain Trade

*St. Louis Leading Consignment Market in United States*

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**Martin & Knowlton Grain Co.**  
Successors to  
**GOFFE & CARKENER CO.**  
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**Toberman, Mackey & Company**

Fastest Growing Commission House in America.  
Can handle your consignments in St. Louis and Kansas City.

**GRAIN, HAY AND SEEDS**

KANSAS CITY

**"THE CONSIGNMENT HOUSE OF ST. LOUIS"**  
**GRAIN, HAY and GRASS SEEDS**  
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125 MERCHANTS EXCHANGE

**Nanson Commission Co.**

(INCORPORATED)  
**GRAIN AND HAY**

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ST. LOUIS

Consignments a Specialty

Write Us for Full Information on St. Louis Markets

BUYERS OF TRACK GRAIN OF ALL KINDS AND MILL FEED

**W. J. EDWARDS GRAIN CO.**

GRAIN COMMISSION

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St. Louis, Mo.

Carefully Selected Milling Wheat and Corn Our Specialty



**MARSHALL HALL GRAIN COMPANY**

HANDED ON COMMISSION  
BOUGHT TO ARRIVE  
SOLD FOR SHIPMENT  
EXPORT

ST. LOUIS  
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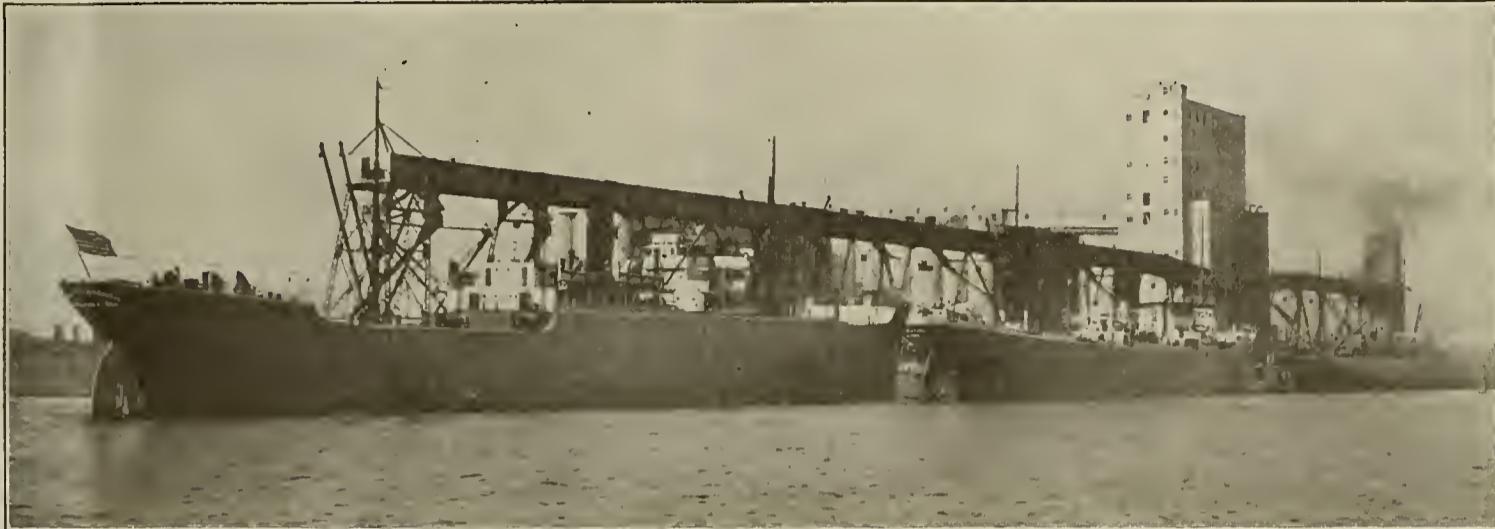
**For Milling Wheat**  
Come to St. Louis

Best Grades of Soft Winter and Hard Red Wheat always available. Millers for years have found the St. Louis Market most satisfactory for wheat supplies.

*The Winter Wheat Market*



"Eureka" - "Invincible" Grain Cleaning Machinery



Western Maryland Rly. Co.'s Elevator, Port Covington, Baltimore, Md.  
Mr. J. A. Peterson, Manager. Mr. H. W. Feemster, Foreman.

In this great plant, one of the representative elevators of the American seaboard, "INVINCIBLE" GRAIN CLEANERS ARE USED. In this house there are four "Invincible" Compound Shake Receiving Separators. Three of these are each capable of handling 6000 bus. of wheat hourly. There is also a No. 10 "Invincible" Oat Clipper having a capacity of 1500 bus. per hour.

Not the least advantage of "Invincible" ownership is the consciousness of having a really fine machine. This feeling is constantly renewed in the sense of security born of its performance. As a result, the "Invincible" has naturally attracted to itself a most discriminating clientele. Among those elevator owners who habitually seek the best in everything, it long ago won recognition as a machine of unusual worth and distinction.

## "EUREKA" and "INVINCIBLE" GRAIN CLEANERS

will be found in the majority of modern grain elevators

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Bert Eesley, Box 363, Fremont, O.	
Special Sales Agents: Strong-Scott Mfg. Co., Minneapolis, Minn.	

**S. HOWES CO., Inc.**  
**INVINCIBLE GRAIN CLEANER CO.**  
**SILVER CREEK, N.Y.**

"EUREKA"

"INVINCIBLE"

GRAIN

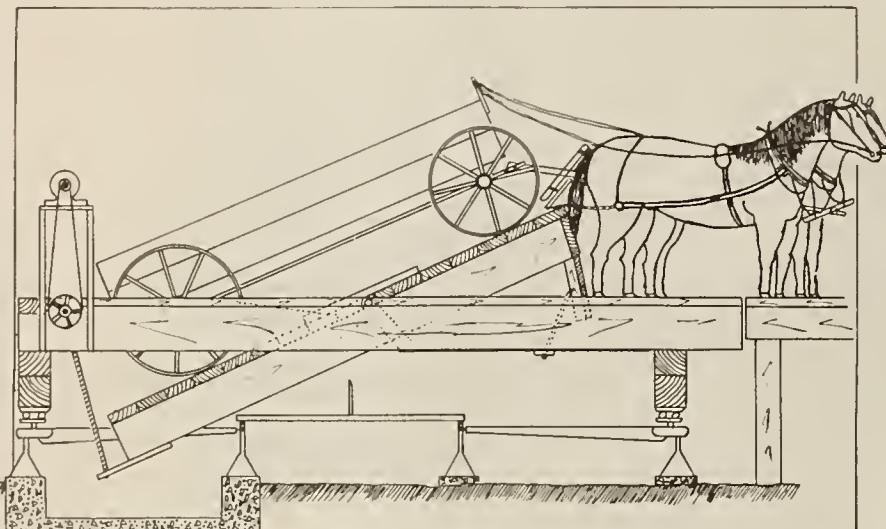
CLEANING

MACHINERY

QUALITY

## Do You Want a Perfect Dumping Platform?

The Manseau Dumping Platform will dump anything handled in bulk, such as grain, potatoes, sugar-beets, sand, rock, coal, ear corn, etc.

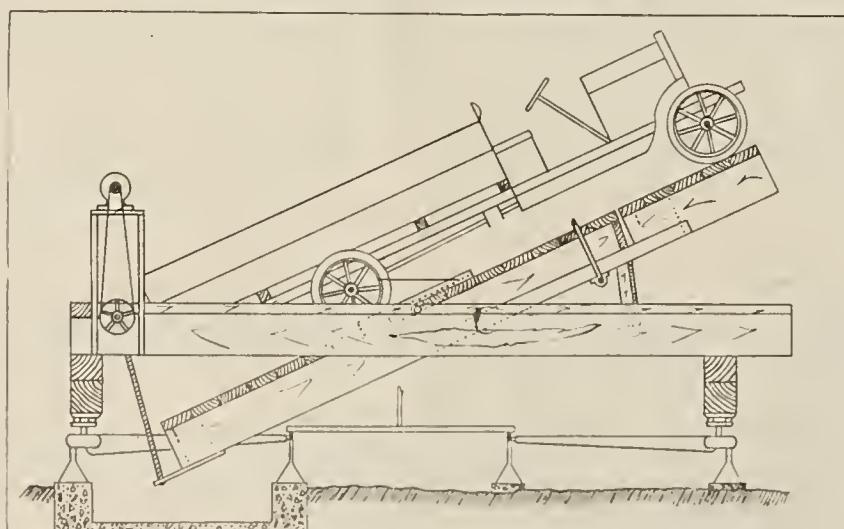


Manseau Tilttable Platform, Dumping Loaded Wagon

It will weigh in, dump, and weigh out any length of wagon without removing team, or an auto truck in less than five minutes and the same pitch is obtained whether dumping wagon or truck, which is ample to dump entire load.

It is the most economical, durable and satisfactory platform to install and maintain, requiring less mechanism and timber than any other platform. It has no hydraulic, or pneumatic cylinders, pumps, tanks or pipe lines to leak or freeze. It is self contained, positive in action and foolproof.

It can be operated by gas engine, motor or hand-power and is instantly locked in any position where power is released. It can be used on any platform scale or without scale and any dimensions can be changed to suit local requirements without changing mechanism.



Manseau Tilttable Platform Dumping Loaded Auto Truck

All objectionable features found in other machines have been entirely overcome in this one. It is made of extra heavy material and will last a life time without further expense.

Sold f. o. b., Spokane, Wash., at an extremely low price.

*For Particulars Write to*

**F. J. MANSEAU**

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A Safety Belt Employees Carrier

## To Invest In A Humphrey PAYS!

**I**N theory, all belt service elevators give valuable service. But to be really profitable, an employees' elevator

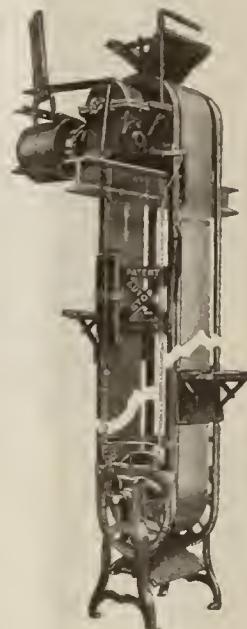
- must be on the job every day in the year
- must be economical to operate
- must continue to give this kind of service year after year

The Humphrey is noted for fulfilling these requirements. The Washburn Crosby Co., The Postum Cereal Co., the Sperry Flour Co., and other leading mills throughout the world use Humphreys because they are sure of a full return on their investment.

*Consult us on your requirements.*

**Humphrey Elevator Co.**  
809 Division St., Faribault, Minn.

*There is ONLY ONE GENUINE Humphrey Elevator*



## Humphrey Elevator

**WE CAN NOW SUPPLY**

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Show the value of any number of bushels or pounds of **WHEAT, RYE, OATS, CORN OR BARLEY** at any given price from 10 cents to \$2.00 per bushel. One of the most useful books ever offered to millers. Indorsed by prominent millers and grain dealers. Bound in cloth, 200 pages. Mailed on receipt of price.

**\$2.00**

**Mitchell Brothers Publishing Co.**

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July 15, 1925

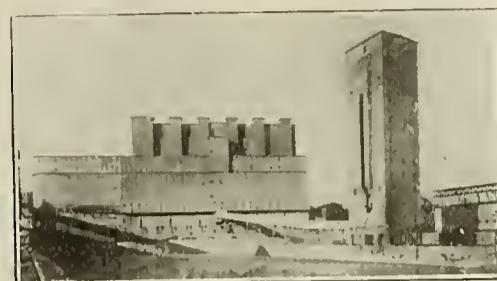
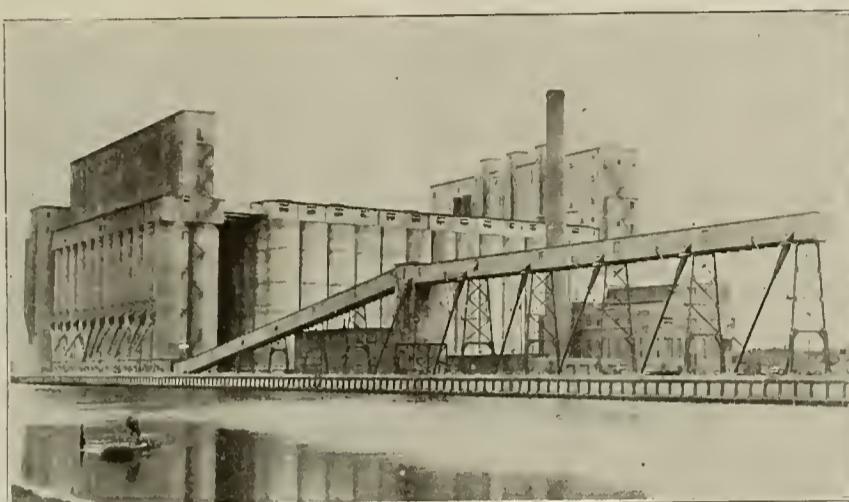
# John S. Metcalf Co. Grain Elevator Engineers



Manchester Ship Canal Elevator  
Manchester, England  
Capacity 1,500,000 Bushels  
Completed 1914



Buenos Aires Elevator Co.  
Buenos Aires, Argentina  
Capacity 750,000 Bushels  
Completed 1920



Harbour Commissioners Elevator No. 2  
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Capacity 2,600,000 Bushels  
Completed 1912



Sydney Terminal Elevator  
Sydney, Australia  
Capacity 6,400,000 Bushels  
Completed 1921



Chicago & North Western Railway Elevator  
South Chicago, Illinois  
Capacity 10,000,000 Bushels  
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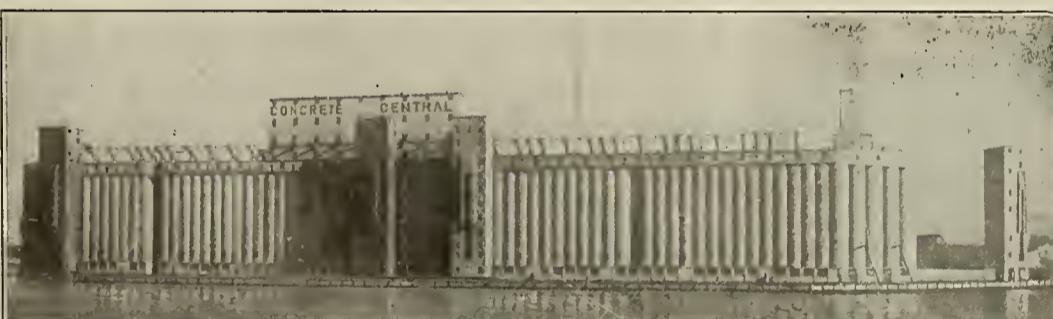


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Built Elevators  
Assure You  
Economical Design  
First Class Work  
Efficient Operation  
and  
Satisfaction  
Let Us Submit  
Designs and Prices

MONARCH ENGINEERING CO.

One of the Modern Houses Which Has Made a Record  
for Rapid and Economical Handling  
**CONCRETE CENTRAL, BUFFALO, 4,500,000 Bu.**



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**Grain Elevators, Flour Mills and Heavy Structures**

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*Designers and Builders of*  
GRAIN ELEVATORS, FLOUR  
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STORAGE, ETC.

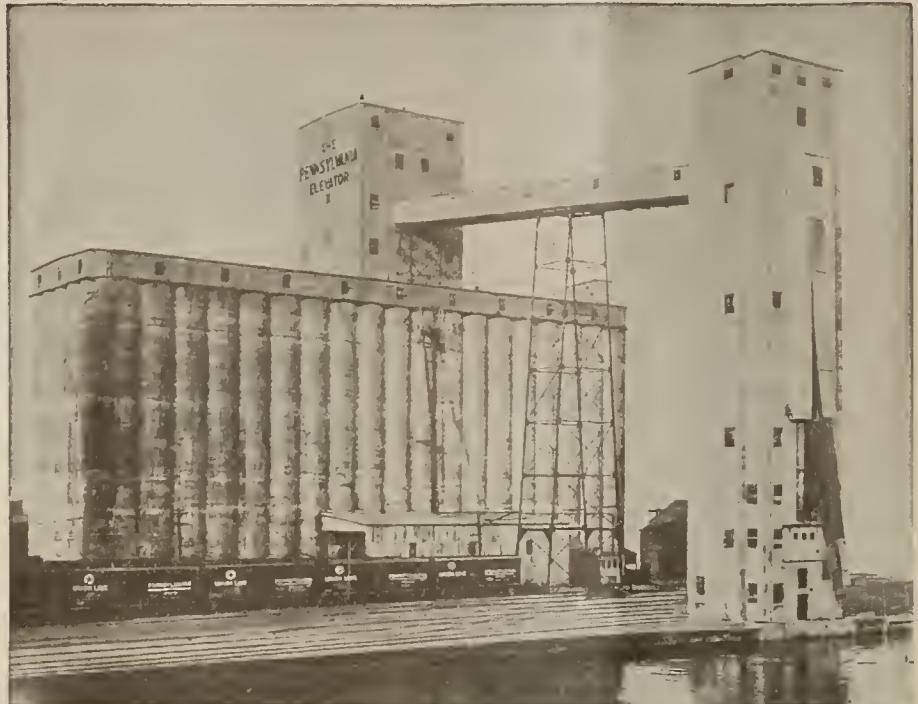
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WICHITA OFFICE SAN FRANCISCO TORONTO, ONT.  
Union Nat'l Bank Bldg. 149 California Street C. P. R. Building

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*Designers and Builders*  
OF  
Grain Elevators, Flour Mills, Industrial Plants, and other  
Engineering Works



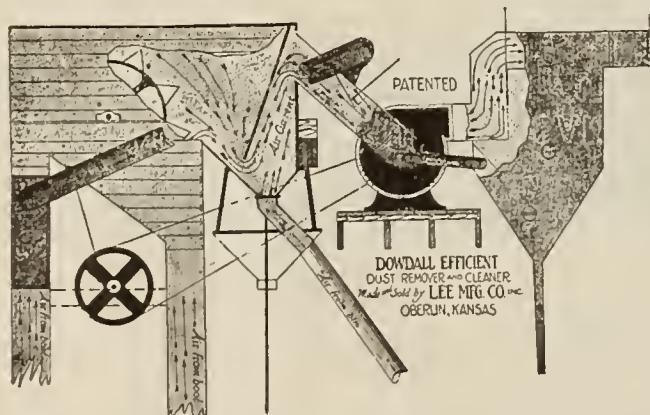
PENNSYLVANIA RAILROAD COMPANY ELEVATOR, ERIE, PA.

1,250,000-bushel Concrete Workinghouse and 25,000-bushel Marine  
Tower. Reinforced Concrete. Latest improvements. Write us for  
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*An Elevator Without Dust  
Is Possible*

Many Elevators in the West have proved this to their own satisfaction by installing



**The Dowdall Grain Separators and  
Dust Removers**

Keeps elevator pit and cupola free from dust and even makes it possible to shovel grain in a car without a dust mask. Improves the condition of damp or dirty grain, lowers the risk of fire, and eliminates the explosion hazard.

Equally efficient in country elevator or large terminal house.

Write for circular describing the system and the list of satisfied grain firms who are using it.

**The P. A. Lee Manufacturing Company**  
OBERLIN, KANSAS

**THE POLK SYSTEM**

All-steel machines for all kinds of  
CIRCULAR CONCRETE CONSTRUCTION

We contract grain storages, water towers and coal pockets.

**Polk-Genung-Polk Company**

Fort Branch,

Indiana

**FEED MILLERS!!**

Here is a machine you need  
Sacks feed direct from feed mill elevator



Costs less than building an overhead bin

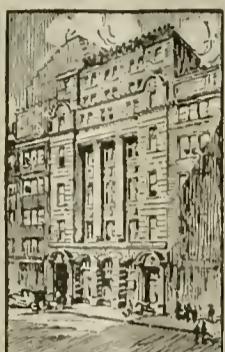
For further information  
Write Today!!

Nelson Sacker Mfg. Co., Astoria, S. D.

July 15, 1925

13

## Grain and Flour



Complete facilities for financing and collecting documentary export grain and flour bills. . . .

### INTERNATIONAL ACCEPTANCE BANK, INC.

52 Cedar Street, New York

PAUL M. WARBURG  
*Chairman*

F. ABBOT GOODHUE  
*President*

## ARE YOU WORRIED

about the condition of that grain in your bins?

Let us equip your storage with a

### Zeleny Thermometer System

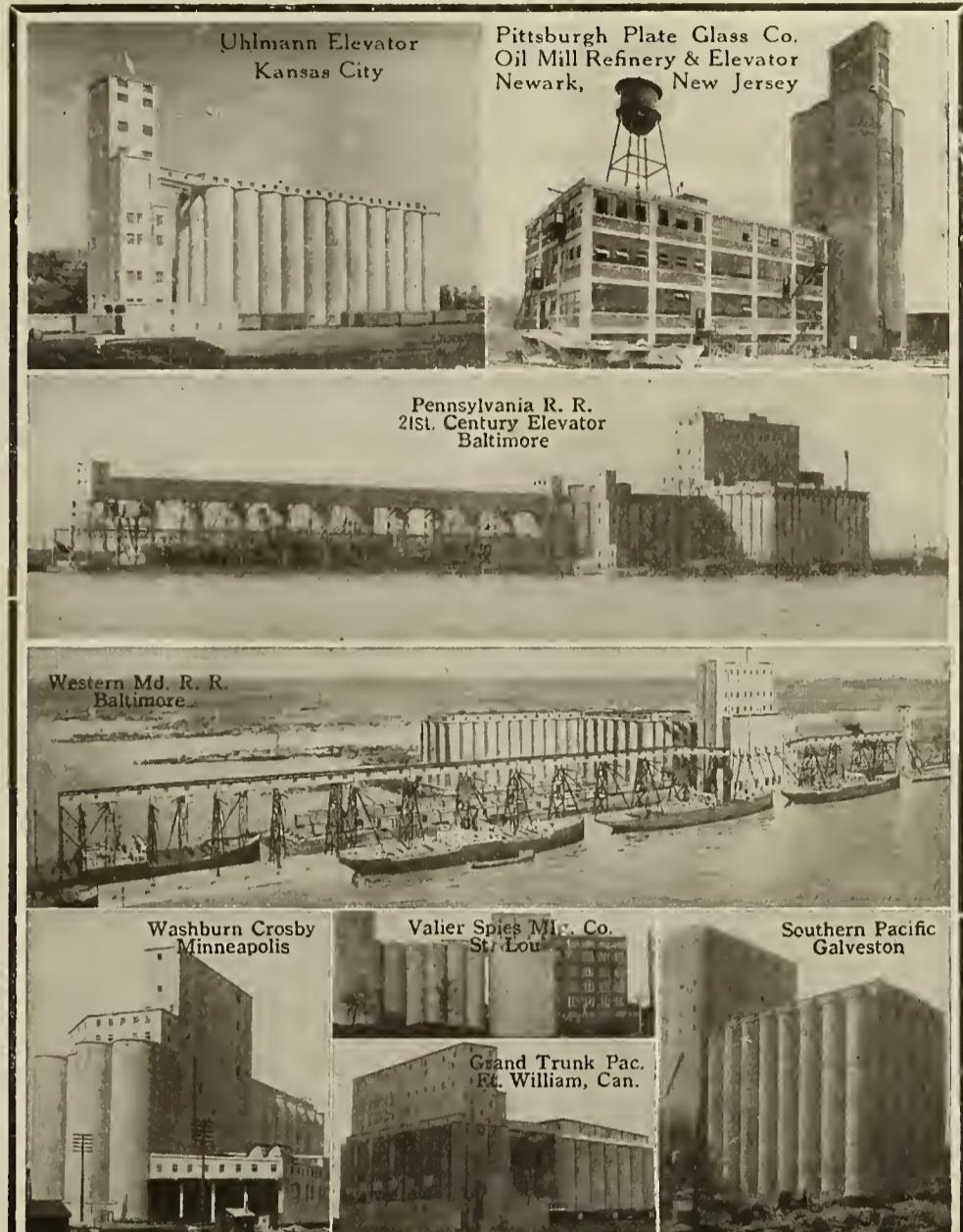
to tell you the exact condition of the grain and cut out the worry

*Over 100 Elevators Equipped*

Write for Description

**WESTERN FIRE APPLIANCE WORKS**  
542 South Dearborn Street

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### JAMES STEWART & COMPANY, Inc.

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Designers and Builders  
Grain Elevators

W. R. SINKS  
*Manager*

*In all parts of the world*

*Every day in every way we are designing and building better and better Grain Elevators.*  
*We have built for many of your friends—Eventually we will build for you. Why not now?*

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*Engineers and General Contractors*

ELEVATORS, MILLS AND WAREHOUSES  
COMPLETE

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*General Overhauling and Improvements*

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and elevators we

### BUILD

But will be glad to mail you  
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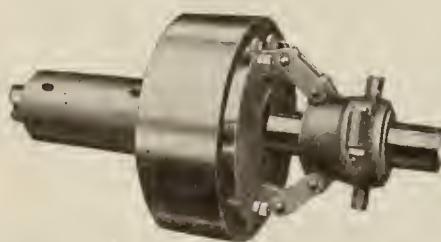


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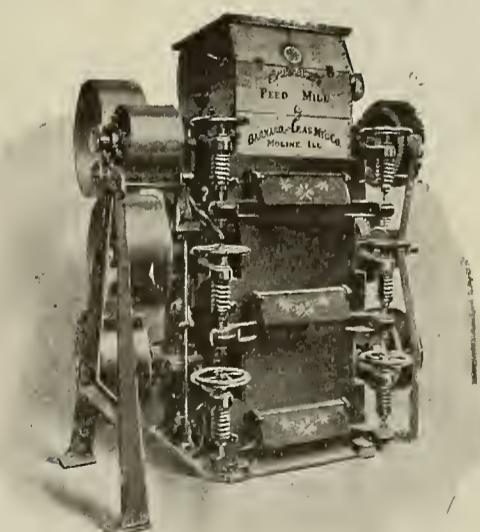
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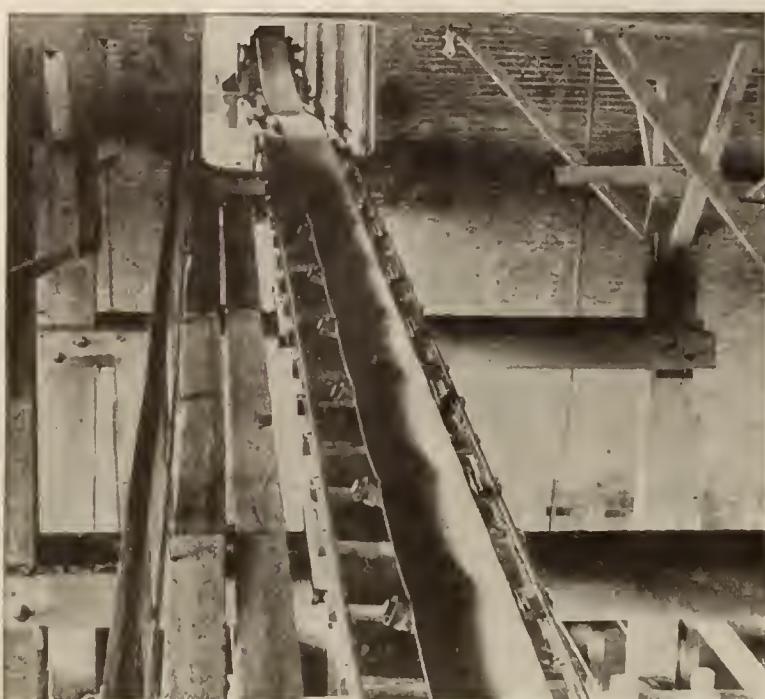


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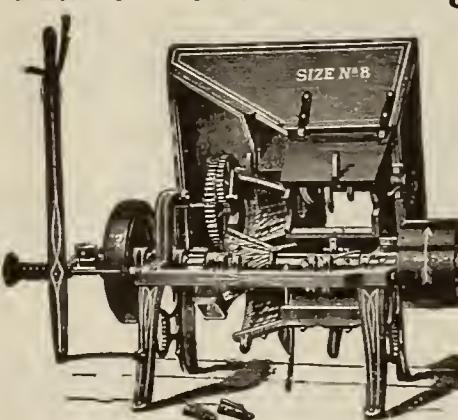
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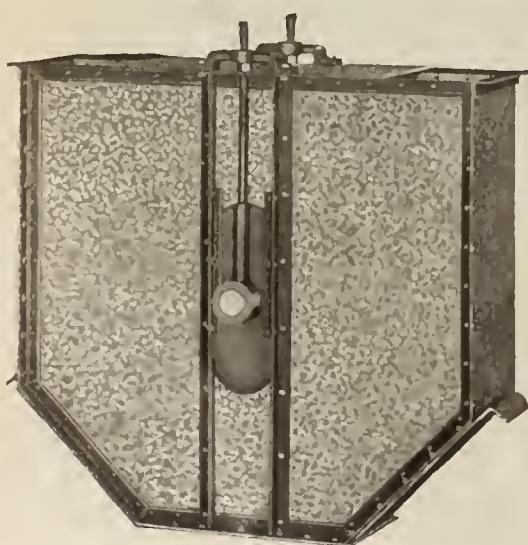


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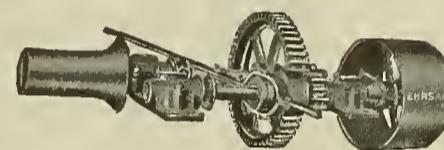
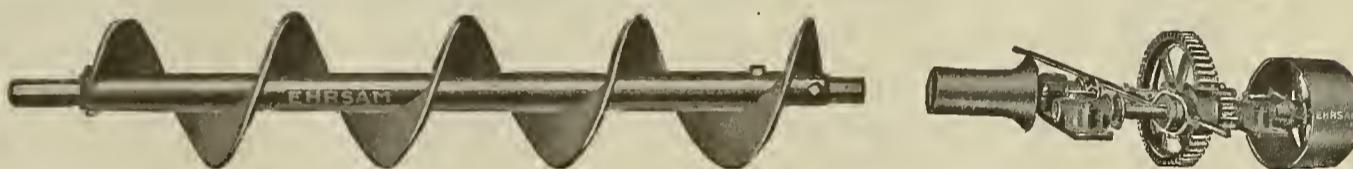
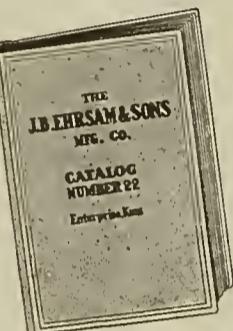
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We build our chain feeders to deliver the capacity of U. S. sheller which is sufficient endorsement of durability and capability.

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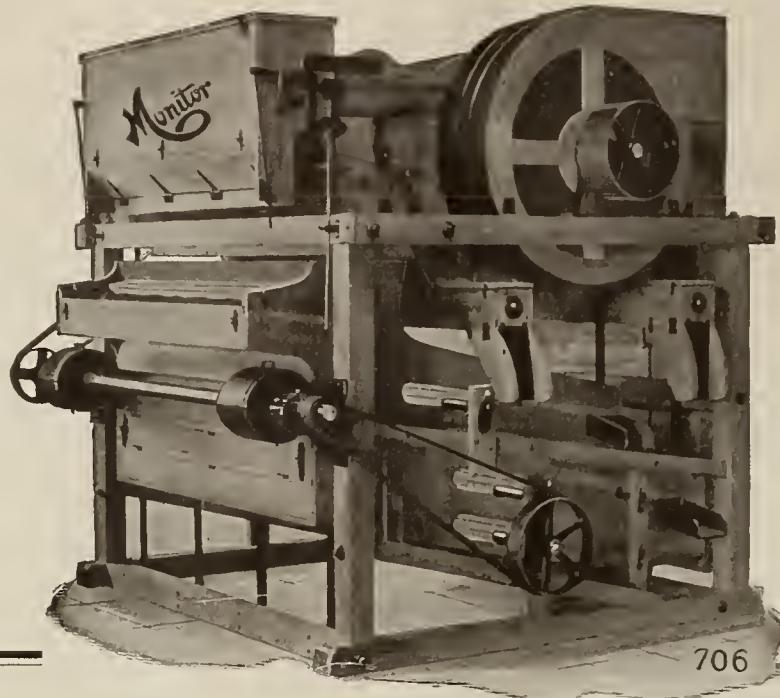
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# THE AMERICAN ELEVATOR AND GRAIN TRADE



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CHICAGO, ILLINOIS, JULY 15, 1925

NO. 1

## Canada Acquires Another Large Elevator

Storage of 1,500,000 Bushels is Added to Terminal Facilities at Fort William, Ont.,  
by New Elevator "O" of N. M. Paterson & Co., Ltd.

**N**O PART of the vast British Empire is better equipped for handling its grain supply than Canada. While it is true that the Dominion has a great deal more to contend with in handling its grain than most countries, on account of its enormous export crop, the fact must also be considered that there are other parts of the British possessions, as for instance Australia, that also are in the grain trade on a very large scale. The development of means for handling this trade has proceeded along orderly lines, parallel to the systems in use in the United States and the method has met the same success in our neighbor's affairs on the north that it had in this country.

The slow progress in getting beyond the cumbersome and uneconomic method of bagging instead of handling bulk grain in Australia and some other large wheat producing areas has operated as a decided detriment to getting the maximum efficiency in such areas. It is sometimes to be wondered that the self constituted experts who strive to change our system and profess to be convinced of its being unsuccessful do not profit by the comparative experience of some of these competing countries.

The great Canadian bulk-handling system starts right from the wheat fields, at the thresher, which spouts the grain into farm wagons, by which it is drawn either to the farmer's storage bin or to the country elevators, scattered on railroad points throughout the wheat-growing districts. The farmer delivers his grain, subsequently the Government classifies it and issues the customary certificate to the grower. These scattered elevators are supplemented by large interior houses at the large railroad centers where inspected grain is accumulated for train load shipments, and then again by the great terminal elevators, where grain may be stored for trans-shipment as ordered for sale or export.

The importance of export facilities cannot be too greatly emphasized in a country which depends to so large a degree on the export of its grain. There are various points at which the elevators handling grain destined for outside shipment are located, and not the least of them are the ports of Vancouver and Fort William. The latter named point, in the Province of Ontario, is the home of one of the newest of large Canadian elevators, that belonging to N. M. Paterson & Co., Ltd., and known as Elevator "O." It has direct access to both the Canadian Pacific and the Canadian Northern Rail-

roads, and is situated on the Kaministiquia River, so that transportation is of the best.

The new plant has a wooden workhouse along with concrete storage, and was constructed by the Fegles Construction Company of Fort William and Minneapolis. The most modern of plans were used in an effort to give the house the full benefit of all the latest improved methods of handling grain.

The storage capacity is 1,500,000 bushels, and the concrete tanks which constitute this volume are 90 in number, arranged in rows adjacent to the workhouse. The great quantity of grain which is constantly passing in and out necessitated very careful arranging and a co-ordinating of the operating facilities. Shipping from an elevator of this type, as well as the receiving features, require provision for many more contingencies than would have to

The plant has three belt conveyors and there are three unloading hoppers. During the course of the year the elevator will ordinarily handle about 16,000,000 bushels. The products which constitute the principal part of the company's business are wheat, oats, rye and barley.

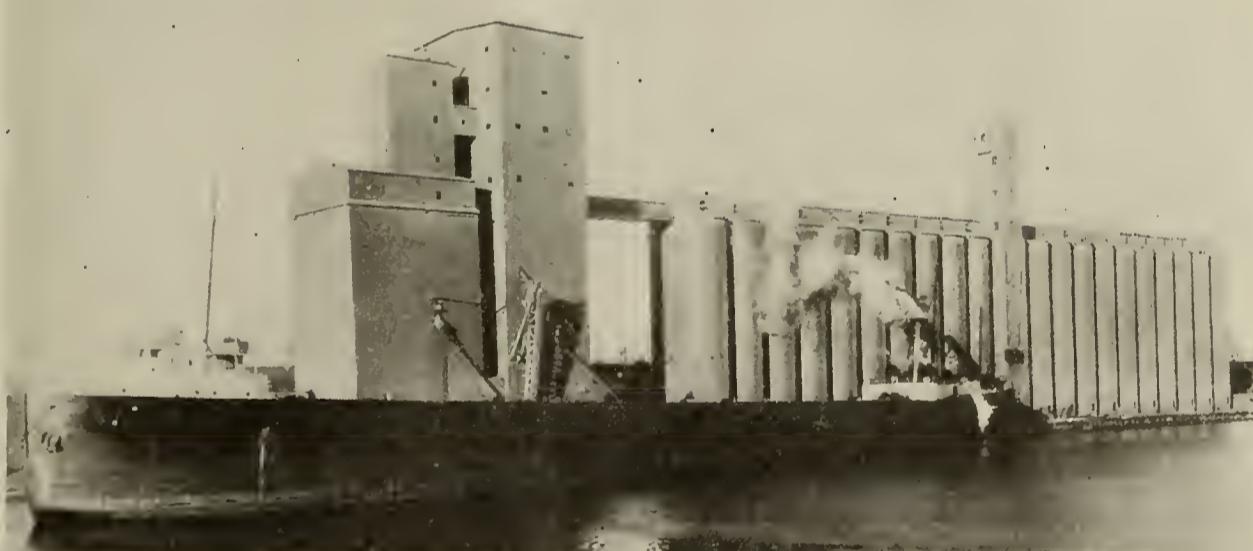
N. M. Paterson & Co., Ltd., own 100 country elevators located at various points in Manitoba and Saskatchewan. Their elevator at St. Boniface has a capacity of 150,000 bushels, and the inland elevator at Fort William has a capacity of 65,000 bushels. In addition, their transportation facilities are augmented by a steamship company on the Great Lakes.

In order to relieve congestion on the connecting links of the three railroad systems with which the Canadian grain dealers work, during the rush sea-

son following the western harvest, the intermediate link was introduced in the form of steamship routes across the Great Lakes. Vessels thus carry the grain to and from terminal houses at western and eastern ports. There is also the auxiliary link constituted by canal and river barge. At all points, as in the case of Fort William, large storage units are provided, relieving congestion and tying up of railroad cars and allowing grain to be held at suitable points and preventing flooding of tide-water terminal facilities.

The new elevator referred to herein constitutes an important factor in the maintenance of the system, and is an added item in rapid and effective handling. With the constantly increasing volume of grain moving out of Canada there is a natural increasing need for the means to handle crops, and the addition of terminal equipment is made necessary. The new house is already filling a long felt want.

The importance of the new house extends both to the gradual development of export facilities and the improving of the means of handling the domestic situation. The plant is located as, has already been indicated, at a decidedly strategic point, and one which combines ideal transportation with the desirability of the location from a marketing standpoint. The grain movement via the Great Lakes is large in volume and from the very nature of things requires speed in handling. A shortage of elevator space in any case at the terminal points means loss to all concerned and is likely to bring about a congestion of serious proportions; and this new plant will help avert this.



NEW ELEVATOR "O" OF N. M. PATERSON & CO., LTD., AT FORT WILLIAM, ONT., CANADA

be covered in a plant located in a less strategic and active place, but all of these necessities have been ably met in the plans for the new Fort William house.

Receiving facilities are ample for handling 60 cars per day and the shipping capacity is fixed at 200,000 bushels every 10 hours. In providing equipment for this part of the elevator's functions all the latest improved methods have been borne in mind and the mechanical side of the situation has been unusually well handled. Machinery is up-to-date, expense was not stinted in the effort to afford speedy work at a cost commensurate with conditions under which the elevator must run.

The cleaning capacity is 50,000 bushels in 10 hours, and the work is handled by 15 grain cleaners, including Monitors and Carter Disc machines. The Ellis Drier Company of Chicago provided equipment for drying, and the drying capacity is 10,000 bushels in 24 hours.

Electricity is used for both lighting and power, and 30 motors are provided, with an aggregate of 800 horsepower. Chain and rope drives are used.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Fourth Year

## FARMERS' GRAIN PROFITS FIGURED

There is about 20 cents per bushel profit on the average wheat marketed by the farmer, the Department of Agriculture has announced. The average cost last year of producing wheat on 4,616 farms distributed fairly well over the country was \$1.22 per bushel, compared with an average sale value of \$1.43 per bushel. The reports on wheat for 1924 also show that there is an average gross cost of \$23.57 per acre. The credit for straw was \$1.69 per acre, leaving an average net cost of \$21.88 per acre or \$1.22 per bushel, the average yield being 18 bushels per acre. Preparation of the seed bed, planting, harvesting, threshing and marketing cost \$10.43 per acre; fertilizer and manure \$2.56; seed, \$1.97; land rent, \$6.19; and miscellaneous items such as sacks, twine, crop insurance, use of implements and storage buildings, and general overhead \$2.42.

Costs include charges for labor of the farmer and his family, and a charge for the use of the land on a cash rental basis, so that where cost just equalled the price received the farmer was paid for his time and his investment.

A comparison of production costs for 1922, 1923 and 1924 shows that there was little difference in the average cost of producing an acre of corn on the total farms reporting for the three years. The

1920. It was found that of the 511 farmers' elevators in Iowa in 1921, only one-third were incorporated under the co-operative law.

Mr. Robotka carefully examines each of the several organization possibilities in the light of its adaptability to the different requirements of farm groups.

## OLD COMPANY COMPLETES NEW ELEVATOR

As modern engineering methods are constantly bringing about improved handling facilities in the large terminal elevators, there is a similar tendency toward mechanical advancement in the country elevators. Some of the newer houses have operating devices which afford an assured economy in comparison to the older ones, and the methods of construction and arrangement of the houses also show the signs of increasing efficiency.

One new elevator which is well provided for meeting all needs of a country station is that of Brownfield & Teare, Craig, Mo. It is situated on the Chicago, Burlington & Quincy, and has a capacity of 35,000 bushels, divided into 15 bins. Its receiving capacity is 10,000 bushels per day and the shipping capacity is the same. The company was founded in 1885 by F. S. Brownfield, and L. L. Teare purchased a half interest in 1906. After 40 years of

to eight inches in thickness, and they have been troweled smooth.

The equipment includes one 15-horsepower electric motor, placed in the workroom, to drive the corn sheller and feeder, another 15-horsepower motor, made by the Century Electric Company, St. Louis, Mo., and placed in the cupola to drive the two stands of elevators and cleaner. All wires have been placed in conduits and every precaution has been taken for safety and fire protection. The motor in the cupola is operated by a switch on the work floor.

There is a No. 3 Victor Corn Sheller, placed in the basement, together with a No. 1 Union Iron Works Grain Feeder, which is under the ear corn dump hopper. There is also a No. 4 Barnard-Cornwall Cleaner, located in the cupola with sieves for corn and small grain. On the work floor, on a frame two feet high, is a six-bushel automatic grain scale.

Extending from pit to cupola there are two stands of elevators with Birchard Distributors and heavy steel spouting to all bins and cleaner from each elevator and distributor under the cleaner. There is a heavy eight-inch direct loading spout from the cleaner and both elevators. One manlift extends from the work floor to both cupola floors and a stairway from the work floor to the basement.

The driveway is 12 feet and is equipped with one standard wagon dump and a Strong-Scott Truck Dump. An unusual feature of this driveway is that the entire top floor of the driveway and bridges are of two-inch rough black walnut lumber bought at a local mill. The elevator was designed and erected under the personal supervision of George H. Birchard, of Lincoln, Neb.

## CLEARING HOUSE FOR GRAIN

Among the various effects of the Government's extended investigation into the operation of the Board of Trade at Chicago, one may be the setting up of a clearing house of a sort, in the grain exchange. It has been argued that a grain clearing house would make for small market swings. F. L. Carey, of the Chicago Board of Trade has stated that the proposal comes from Secretary of Agriculture Jardine, and that there is a strong probability of his suggestion being accepted for experiment at least. Mr. Carey said that the Department and the exchange were working in close co-operation, and that a study was being made under the guidance of the Department of means to prevent price swings.

"We intend to do our own correcting," said Mr. Carey, "rather than submit further to the blunders of politicians."

## UNIT VALUES COMPARED

How the unit value of wheat and other grains compared with the corresponding 1924 values, as well as with the 1925 unit values of other exportable products, is shown in this table released by the Department of Commerce:

	May, 1924	May, 1925
Barley, bushel	\$ .945	\$ .948
Malt, bushel	1.035	1.230
Corn, bushel	.916	1.265
Meal and flour, barrel	4.72	5.68
Hominy and grits, pound	.0204	.0272
Oats, bushel	.625	.500
Meal and rolled oats, pound	.0612	.0418
Rice, pound	.0525	.0564
Flour, meal and broken, pound	.0274	.0376
Rye, bushel	.768	1.280
Flour, barrel	4.15	7.15
Wheat, bushel	1.10	1.77
Flour, barrel	5.09	7.84
Bread, biscuits, cakes and crackers, pound	.1496	.1625
Macaroni, spaghetti and noodles, pound	.0792	.0854
Hay, ton	20.53	20.10

Wheat, it will be noticed, with over a 50 per cent increase in unit value above the 1924 figure, is one of the products reaching a radically higher level.

IMPORTS of grain and grain products into the United States for the 10 months from July 1, 1924, to April 30, were valued at \$17,078,000 or \$10,947,000 less than for the same months last year. The chief items which show losses are wheat, \$7,337,000 this year compared with \$23,743,000 last year, and wheat flour, \$33,000 and \$828,000 respectively.



ELEVATOR OF BROWNFIELD & TEARE, CRAIG, MO.

cost per bushel varied from 66 cents in 1922 to 82 cents in 1924, whereas the value per bushel varied from 73 cents in 1922 to \$1.10 in 1924.

The average cost of producing an acre of oats varied from \$17.40 in 1922 to \$18.93 in 1924. The average cost per bushel was 53 cents in 1922, it was 52 cents in 1923, and 50 cents in 1924. The value reported was 48 cents per bushel in 1922, it was 49 cents in 1923 and 57 cents in 1924.

## IOWA CO-OPERATIVE LAWS

The tangle of various legal forms, from which any Iowa co-operative marketing group must choose in order to be regularly organized under state law, is simplified as much as possible in Circular No. 95, issued by the Iowa State College of Agriculture, Ames, Iowa. It is the work of Frank Robotka.

Co-operatives in Iowa may organize under ordinary corporation law, under the 1915 co-operative law, or under the provisions of the 1921 co-operative statute. It is estimated that since the passage of the 1915 co-operative law and the non-stock law of 1921, in the neighborhood of 500 Iowa farmers' organizations have been incorporated under one or the other of these laws. There still are a great many elevators and other farmers' organizations which are incorporated under the ordinary corporation law, as well as many that are not incorporated at all. In 1920, only one-third of the shipping associations were incorporated, and only one-fifth of them under the co-operative law. Over 200 of these have incorporated under the co-operative law since

active grain business, the company continues to meet with good success in its new plant.

The building itself is 30 feet by 48 feet, and the bin structure is 30 feet by 34 feet, cribbed 45 feet above the track. The cupola measures 18 feet by 28 feet and 28 feet high, thoroughly anchored to the cribbing. The main building is divided into 15 bins and all reinforced with double two by six corner ties built into the walls. The wareroom and seed room is 14 feet by 30 feet, built adjoining the main structure.

The cob and dust house is built detached and is 22 feet by 24 feet, and has the first story open for wagons or trucks used for loading out cobs. The entire building is covered with the best grade of galvanized steel, including the entire cornice, which is thoroughly connected with both roof and siding. All window and door casings are covered with smooth galvanized steel, also all doors and all windows are protected with heavy galvanized screen wire. All corners are grounded with copper cable which is spread and soldered to the siding. Every precaution was taken to make the building lightning and spark-proof, or as nearly so as possible, which protects the house against the two most common country elevator hazards.

The work room and cupola are well lighted with windows arranged for safety and convenience in operation. All of the roofing is double turned soft galvanized steel with cleats placed 12 inches apart, well nailed and turned in the seam with no cleats or nails exposed. The ground floor of the main building, wareroom and cob house are concrete, six

## The Army of the Harvest Fields

How the Men are Assembled for Gathering the Crops and Moved in Requisite Numbers to Where Needed

By EARLE W. GAGE

THE army of the western harvest fields that is now employed in garnering the golden grain crops of the great wheat belt states outnumbers the entire peace-time strength of the United States army. Instead of being an army of destruction and desolation, this is an army of peace and prosperity.

Wheat farming in the north and in the middle west is a race between frost and frost. Just as soon as the first warm winds begin to blow and the thaw starts, men flock to the wheat country. They come from the prairie towns, where they have been loafing or lightly toiling during the winter. They come east and west from lumber camps and sawmills. Some are homesteaders, men with little places of their own, too small to support them all winter. Others are "hired men" who go back to farms where they have been employed before. At every prairie station you see men, dressed either in the canvas and fleece coat of the plains or the mackinaws of the woods, tumbling off trains; and good fellows they are, lean, clean-shaven, humorous and game for anything. If they were not, they would not be here. They toss their blanket "turkeys" into cutters, bobsleighs or buckboards and drive away into the immense stretches that presently they will clothe with crops and later will strip as bare as they found them.

The first army of the wheat has taken the field. When the word goes out that the crops are ready for cutting, the second army appears—raw youngsters from eastern towns and villages, out to earn the bumper wages, men out of work and more youngsters eager for adventure or to earn money to pay their way through college. All those are crowded into clamorous excursion trains. The prairie towns contribute a few loafers whom hard necessity has driven to work, and there is an occasional "hobo," who is anxious to get some money and go to California or Florida, before winter catches him in the cold regions. Every hand is needed.

The advance guard of the harvest army starts northward in Texas early in June, adding recruits by the thousands as the season moves into the pivotal wheat state of Kansas in mid-June, and swelling in numbers to more than 200,000 as it reaches the Sunflower State about the first of July.

Just to handle the Kansas normal wheat crop alone requires an army of over 100,000 outside

than any other state in the country, is harvesting approximately 9,000,000 acres and the crop will probably exceed the 100,000,000-bushel mark. Kansas wheat fields occupying 15,000 square miles have an area as great as the total land surface of Massachusetts, Connecticut and Delaware combined.

It is estimated that the total wheat area of the present crop of wheat, from Texas to North Dakota, is approximately 33,000 square miles of Winter wheat, while the northern states have some 18,000 square miles of Spring wheat, giving us a total area approaching 50,000 square miles of wheat crops to be harvested. Slight wonder that it takes

army of thousands and thousands of men must come quickly from somewhere. But the harvest hands have never failed the farmer, though each summer, wheat farmers pass through the same old stew about getting enough help to do the big job.

Summer after summer, year after year, there is the same train of flock after flock of harvest hands, like swallows that come in the springtime, and they harvest the wheat and then vanish into the unknown again; their coming and going are as mysterious to the majority of farmers in the wheat country as the annual migration of the birds.

This migration each summer into and out of the wheat belt is one of the most unusual movements of men in search of work, and a peculiar feature of it is that, according to statistics, about 75 per cent of the men go only once into the wheat country, and do not return another year. About 20 per cent of them return to the harvest as often as three or four years, and the remainder return five or



MOTOR TRUCK HAULS 800 SACKS OF WHEAT TO ELEVATOR

an enormous army to harvest this golden crop.

Grain farming, such as they do in the prairie, means short spells of intensive work with long intervals of comparative ease. When the grain is growing, there is nothing to do but watch it grow. When the grain is ripe for the reaper, it must be harvested in a rush or the loss will be considerable.

An oddly assorted lot of humanity are the men and women that help or seek to help so that the country need not lack for bread. Many tongues and many nations are represented, and all are welcome. Good pay awaits them, for the harvest must be garnered on time, and other jobs can wait. It demands an organization, much like recruiting an army for war, to marshal and properly allot these thousands of surplus harvest hands. If wheat

10 or more years in succession. The great majority of the harvest hands each season are new recruits. The work is too hard, the sun is too hot, and the profits too small for many men to take the second flier into the land of golden harvests.

But, where do the more than 200,000 harvest hands come from, and how are these thousands of men induced to undertake the work, and how are they directed to a nicety to equally distribute themselves so that each of the hundreds of grain-growing communities has its needed share of the surplus labor, and how is it possible to move this great army so that the proper number of men arrive at the right destination in the nick of time to start the harvest there? Why does the supply of harvest help never fail?

The answer is easy. It is because your Uncle Sam has organized and perfected the business of locating and supplying harvest hands for the wheat farmers. This is the special job of the Farm Labor Division of the Employment Service of the United States Department of Labor. The central office is located in Kansas City, Mo., close to the pulsating heart of the wheat country, and permanent branch offices are maintained in such well distributed sections as Fort Worth, San Antonio, Denver, Sioux City, Fargo and Spokane.

Starting early in January of each year, the director of this division starts sending news items to more than 2,200 newspapers, most of them country weeklies, scattered all over the land, to which interesting items are sent about the prospective wheat crop, the acreage, the condition and the prospects of the Winter wheat and the probabilities of a big demand for harvest hands at good wages. This starts a stream of letters to the central office, and by the time the frost is out of the ground this stream has become a mighty flood. Last year the central office received about 22,000 letters from men in every state in the Union, from Canada, and even from parts of Europe, asking about jobs in the harvest country, and where and when to go to find work. A set of printed letters is used to answer these letters, a large staff of clerks being busy for weeks before the golden grain has turned to the harvesting hue, and thousands of railroad tickets having been purchased by the laborers, who start on the long trail so as to arrive at the defi-



A TRACTOR AND SEPARATOR THRESHING

helpers. To visualize this great army taxes the imagination. Let us suppose that 162 trains, composed of 10 passenger coaches and each coach carrying 65 men, were rushing from south, east and west to points of distribution. Then stand for 39 hours until these men march single file past a given point and stretch along the highway a distance of 78 miles. This gives you a picture of the number of men needed to garner the Kansas wheat crop.

The Sunflower State, which grows more wheat

farmers had to depend upon their own labor and the extra help they could secure from their neighboring communities, one-half the annual wheat crop would be lost, for it must be harvested as soon as it is ripe. Thousands of outsiders, from every quarter of the country, must come to the rescue—come on time.

Slight wonder that the farmers of the wheat country become anxious as they see their standing grain turn yellow in the brilliant sunshine and hot southerly winds, and realize that to save it an

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nite destination just at the needed moment. During the same period a staff of experts in labor matters are combing the whole wheat belt, getting reports from every county, and by early May the growing wheat is far enough advanced for these men to make a probable estimate of the number of harvest hands needed to handle the crop in each state. Then a poster is printed, giving all this information, telling when the harvests will probably open in each state, calling for harvest hands and directing them where to go. The Post Office Department displays these posters in thousands of postoffices throughout the land. These bring a flood of letters from every leg-loose, jobless man who has a hankering to handle golden grain.

By the last of May there is an army of more than 100,000 men, scattered throughout the country, but mostly in the eastern and southern states, who have heard about the work and wages to be had in the wheat harvest, and who have decided to go and are on tiptoe awaiting the word to start. This army must be mobilized and directed intelligently. It must be distributed where needed and when needed, or it would fail of its purpose.

The big problem of the labor division is to send just enough men at just the right time to harvest the crop quickly in each county in the wheat country. Thus, in May, the central director sends out about 40 special agents who open temporary offices in the wheat belt, starting in Texas and

all at once, but they are filtered into the state, the first going to the southern border, where the wheat ripens first. The harvest in Oklahoma lasts about three weeks. Then comes the great harvest in Kansas, starting about the middle of June on the southern border, and it will be about three weeks before the last of the wheat is harvested along the northern tier of counties.

Steadily the march of the harvest army tramps northward, next invading Nebraska, calling for 10,000 helpers; South Dakota, 12,000 men; North Dakota, 20,000 men; Minnesota, 5,000 men; Montana, 5,000 men, and Washington, Idaho and Oregon, 20,000 men.

The "battle of the wheat fields" is pretty well ended by the middle of August but not all of the hands follow through from start to finish. The bulk of the outside hands work a few weeks or a month, maybe jumping from one job in Kansas to another in North Dakota or Montana.

Many people seem to believe that the bulk of the harvest hands are common, every-day "hoboes." This is not the case. The average tramp keeps shy of the harvest fields; it is too hard work, toiling away under a broiling sun, with the glass registering 100 to 115 in the shade. It is easier to loaf about water tanks, bum meals off back doors, and glide across the landscape on brake-rod beams. College students on their vacations, business men out for a lark, traveling laborers, farmers, and even confidence men and thieves form the great harvest

many as 10 automobile loads of harvest hands to pass through in a day, sometimes with seven 'gas tramps' to a car. The time may come when whole districts of the wheat belt will be harvested by 'gas tramps.' As it is, there is a certain section of Iowa that used to call upon the Government employment agencies every year for large numbers of harvest hands. Last year we had no applications from this district, and we learned that the men sent there two years before returned for the harvest season.

"Except for the improvement in harvesting machinery, it would be impossible to fill even part of the labor requirements of the wheat belt. Between the cradle method of harvesting by hand and the grain binder there is as much difference as between the binder and the combine which cuts and threshes the grain so that it is ready for the elevator or the bins. Yet, with all the labor-saving devices, the great wheat belt from Texas to Canada requires a vast army of migratory laborers at harvest time.

"At the Sioux City Government labor placement office, one of the labor gateways to the Northwest, we find from records kept that the harvest hands split into two great armies. One starts with the Texas harvest, moves to Oklahoma, works into Kansas and then turns back. This army does not touch the Northwest. The other group starts in the Northwest, moves to the border and sometimes into Canada, and then turns back to husk the corn crop of Minnesota, Dakota and Iowa. The harvest over, some of the wanderers go to the large cities, but, our data shows that the majority of workers go back to farms until another harvest season rolls around."



GIANT COMBINED HARVESTER AND THRESHER

working north as the grain nears maturity, gathering information as they pass along and sending it to headquarters.

Thus, in every community of the great wheat country there is an organized system for reporting crop conditions and harvesting needs. County agents, bankers, business men, grain dealers, chambers of commerce, mayors, farm bureaus, and individual farmers all co-operate to help in the work.

Each week for several weeks before it will be time to start harvesting, the central office is supplied with reports from each county as to about the time the harvesting machines will start, and headers will commence to sing from the Red River to the upper Missouri, so that the central office knows just about how many men will be needed in each county to do the job up brown.

Late in May recruiting offices are opened in St. Louis, Little Rock, Fort Smith, Texarkana, Des Moines, Indianapolis and in other cities, and men begin to gather there to await marching orders. Usually an order for anywhere from 6,000 to 10,000 men to arrive in north Texas the first of June is passed out, according to the size and condition of the crop. So the first recruits are sent to points in this southern grain belt. A week later the call comes for help in Oklahoma, and 8,000 to 12,000 men are sent to points in the great oil state; not

army. Thousands fall in line as the pilgrimage passes westward, southward and eastward.

In the good old days before the war, harvest hands usually hopped freight trains or rode "blind baggage" to the harvest land. A few continue this adventure, but the overwhelming percentage ride in more modern fashion. The better class ride in flivvers, while the special reduced railroad rates to the harvest towns makes this more attractive to the average soft-boiled toiler than the break-beam or blind-baggage.

"Five years ago a majority of the laborers in the great harvest fields of the west were old-style 'hoboes,'" advises George B. Albert, special labor agent. "They traveled when and where they chose. Work was secondary; the 'hobo' of those days worked only when he felt like it, and if he decided not to work, nothing on earth could make him change his mind. Although mechanical harvesting and the work of the employment service in directing the flow of harvest labor are largely responsible for the dwindling number of the old-time 'hoboes,' many are now known as 'gas tramps with a flivver.' This change has been particularly noticeable during the past three years. Last year in Oklahoma over 300 second-hand automobiles were transferred during the harvest season alone. They were chiefly the conveyances of the 'gas tramps.'

"It is a common sight in many districts for as

## TRAILING FALSE NEWS

Government agents, who have recourse in emergency, to the information finding machinery of the United States Department of Justice, are now on the trail of the Federal Grain Futures Act violator, who furnished reports to the press alleging that Jesse L. Livermore was short 50,000,000 million bushels. On the day that the report came out in the papers, the market reaction was very noticeable. Quotations took a jumpy advance.

The report, which was so worded as to seem at least semi-official, has been proven to be a pure fabrication, and Dr. J. W. T. Duvel, of the grain Futures Administration is making a strenuous effort to run down the source of the deceptive news, as the publication and circulation of it was directly counter to Section 9 of the Federal Grain Futures Act, which reads:

Any person who shall knowingly deliver for transmission through the mails or by telegraph, wireless or other means of communication false, misleading or inaccurate reports concerning market information or conditions that affect or tend to affect the price of grain in interstate commerce, shall be deemed guilty of a misdemeanor, and upon conviction thereof, be fined not more than \$10,000, or imprisoned for not more than one year, or both, together with costs of prosecution.

Two special agents have been assigned to the case by Dr. Duvel.

## TWO CO-OPERATIVE LAWS HELD INVALID

The Supreme Courts of two states, Minnesota and Colorado, have recently handed down decisions holding that certain sections of the co-operative laws in their respective states, are unconstitutional.

Section 27 of the Minnesota Co-operative Law which has been in the limelight more or less during the past year, was recently held unconstitutional by the Minnesota State Supreme Court on the ground that it "infringes the liberty of contract."

This is the section of the Minnesota Co-operative Law that prohibited third parties from purchasing or handling products of persons under contract with co-operative organizations of the state.

As the court recently upheld the validity of the co-operative contract, this last decision brings about the situation whereby it is not illegal for the out-

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sider to buy the products of a member of a co-operative organization, but is illegal for a contract holder to sell to such parties. The \$500 penalty for third parties who attempted to buy commodities from persons having co-operative contracts is made void by the recent decision, but the co-operative organization still has the right to enjoin third parties if there is evidence of "malicious interference" with its business.

Justice Denison of the Colorado Supreme Court

in the case of J. G. Atkinson and others against the Colorado Wheat Growers Association has held that the Colorado Co-operative Marketing Act of 1923 is unconstitutional.

Following quickly as it does, the decision of the Minnesota Supreme Court, in declaring section 27 of that state's Co-operative Marketing Law invalid, it serves to make more emphatic the statement that making a thing "lawful" does not necessarily make it right.

Before we can return to the Democracy of our fathers, we will have to have a wholesale repealing of laws, a getting back to the real first principles of Democracy.

In the jumble of lawmaking of the past decade, the grain industry has suffered more than any other branch of business. We have now had too much of a good thing. We are overregulated. We are crying for a surcease from our persecutions.

I call to mind a few instances where investigating committees have reached clear and concise conclusions on the subjects being investigated. In one instance the investigation was covering the particular question of handling grain by the middleman, or in other words, the cost between the producer and consumer. The report specifically stated that it was found that the expense of handling grain was in the judgment of the committee, reasonable, that the per cent of cost was less than that incurred in handling any other commodity of like volume. What has become of that very concise statement? No particular publicity was given to it and nobody in Congress or out, ever referred to it afterward. The resolution authorizing the investigation was a distinct indictment against the middleman for profiteering. The report clearly vindicated him. The damage was done by the publication of the indictment which was carefully broadcasted through the public press and in the halls of Congress. The vindication was never mentioned in Congress or out. In the public mind, the middleman still stands indicted for profiteering.

#### PER-BUSHEL COST

In another investigation to determine the comparative cost of handling wheat by private individuals as compared with pooling and co-operative methods, the following results were reported: Average cost of line elevators, farm elevators, mill elevators and independent elevators—6.57 cents per bushel. Average cost of handling by Oklahoma, Texas, South Dakota, North Dakota, and Nebraska wheat pools—14.96 cents per bushel. These figures show that wheat handled by the pooling and co-operative methods cost two and one-third times as much as wheat handled by private methods.

An investigation is now on to determine why wheat some months ago dropped from \$2.05 to less than \$1.50. There was no particular concern as long as it was going up and nobody was charged with crooked methods or profiteering, but as soon as it had a slump, an investigation was immediately started. There seems to be no concern for the consumer but a deep concern for the producer.

Is there really a farmer's problem? I say most emphatically there is such a problem. In my judgment there are several farmer's problems, but why let that fact alarm us? Every business has its problems. Why then should the farmer problem be so alarming? What are the farmer's problems that have so agitated Congress and driven the public to frenzy? The acres of print appearing from time to time on the subject, the oceans of oratory poured out, have so befogged and bewildered the public mind that the people have given up in despair and have concluded that the problems are insolvable.

#### THE ALARMIST

I wonder if they are so intricate. The alarmist tells us that the farming business is going to the dogs; that farm products cannot be produced profitably at prevailing prices; that our farm lands are becoming exhausted; that consumption is rapidly overtaking production; that famine is ahead only in the offing; that only a few years more and our best lands will be non-productive; that the exodus from the farm to other lines of business is depleting farm tenancy; that we must bring new areas of swamp and desert land into cultivation; that we will be a good importing nation in the immediate future; again that everything that is, is wrong. As these alarmists prattle on with their nonsense, the famine specter increases in terror, the rattle of his dry bones sounds nearer and nearer. All nonsense! It is purely the work of the devils of imagination; the prattle of unscrupulous, ignorant so-called economists.

What are a few of the facts? There is ample proof that the farmer who is not overwhelmed with speculative debts, who farms his land diligently,

## Problems of the Grain Man and the Farmer

By A. E. REYNOLDS\*

**A** LL through the ages the human race has been profoundly concerned about its food supply. Nearly all wars can be traced directly or indirectly to this concern. Other human worries may be temporarily forgotten but the question of when and where do we eat, is scarcely answered until it is again asked. Humanity cannot dismiss from its mind the concern of its three meals a day. It can wear its old clothes but it must have new food continually.

The primal function of the grain business is to handle the people's bread supply. Of the many kinds of food that humanity consumes, bread is, and will continue to be, the real staff of life. No nation with plenty of bread will ever reach acute famine stage. The people are therefore, vitally interested in how their bread supply is handled. This vital concern brings the grain business into the public limelight in a way not experienced by any other branch of commerce. We may not like this limelight—in fact, the average grain man does not like it, but what are you going to do about it? The hungry public is a hard bunch to deal with. If you, as grain men, do not want to deal with it, largely in accordance with its own plans, and on terms largely dictated by it, you had better get out of the business.

Since we cannot avoid this limelight into which our business is brought, nor to any large degree escape public scrutiny, the only thing for us to do who determine to remain in this business, is to strive to educate the public so that it will be reasonable and will shape its caprices in sane channels. We must expect to be regulated by laws dictated by this hungry public. We must be able to endure public scrutiny under the limelight. Ours is the task of shaping public opinion into sane channels by legislation which in the end will be largely directed by public opinion.

#### PUBLIC OPINION

I wonder what it is, and from whence it originates. In this subject alone is food enough for many Rotary talks. Whatever public opinion is or is not, it has more to do with shaping and directing legislation in our country than all other influences. Ours is a thinking public. It has opinions—not always correct, not always reached by reasoning from sound premises to logical conclusion—but the public reaches conclusions. Those conclusions are public opinion. In political circles we continually hear the expression "Keep your ear to the ground in order to detect the rumblings of public opinion."

The sifting out of the good from the bad of public opinion and deciding on just how far public opinion is correct, is a task of no mean proportion. This is the task of our lawmaking bodies. It is worthy of the best brains of our country. Whether we today have the kind of statesmen and legislative bodies that are capable of this sifting out, is a much mooted question and cannot be considered here. Of one thing, however, we are quite certain. The efforts of the law-makers to pass legislation to meet public demand has resulted in a multiplicity of laws that has us completely bewildered.

If the public and our law-making bodies could be freed from ulterior influences, their task in reaching opinions and formulating them into laws



A. E. REYNOLDS

United States. If any bulwark exists behind which we can take refuge, it is that august body. I take no part in the continual howl for amendments to the Constitution. We cannot much further amend that memorable document without surrendering the vital principles of individual human liberty. We cannot go much further in passing laws controlling human activity and have any vestige of liberty left. In our attempt to legislate for the betterment of our people and the control of evils, real and imaginary, we have burdened ourselves with a multiplicity of laws that are intolerable. We are submerged under an avalanche of legislation.

We are the worst law-ridden people of history. The espionage maintained over our people is next to tyranny. Senator Beveridge once said: "We are the worst spied on, detective ridden people on earth." The United States, the cradle of liberty, is rapidly surrendering even the primary principles of freedom. It is refreshing and encouraging to know that President Coolidge is not in favor of further centralization of government under Federal authority. He believes in throwing back onto the states, counties and communities, the burden of self-government. Democracy means just that. If we are in favor of Democracy, we must then be in favor of returning to the principles of Democracy.

\*Address delivered at Michigan City, Ind., before the Indiana Grain Dealers Association, June 25, 1925.

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can make fair profits at prevailing prices. It must be admitted that the farmer who during war time inflation speculated in land and involved himself to the extent of a hundred dollars or more per acre, cannot now pay his interest charges and high taxes and come out ahead. He encumbered himself on an inflated basis and is now striving to extricate himself under deflated conditions. All business is undergoing the same process. The farmer is not alone in it. We hear little about the troubles of business, but on account of our food supply being involved, we never hear the end of the farm trouble.

What about the exhausted soil? The best lands of the Mississippi valley have in very few cases been farmed 100 years; the vast areas west and northwest in most cases less than 50 years. In Germany, Holland, Belgium, Slovakia, Poland, Hungary and all the vast territory in southeastern Europe, land has been farmed most intensely for 2,000 years or more, and it goes right on producing and supporting a population many fold denser than ours. Exhausted soil—tonnmyrot! Our grain growing lands are by nature and climatic conditions richer and better suited to farming than any other in the world. They have as yet scarcely been scratched.

## RECLAMATION

Reclaim more lands! There should not be another dollar spent in draining swamp or irrigating deserts in the next 40 years. Every acre so reclaimed tends to add to our over-production and to decrease values of the land now under cultivation. Why not leave some of nature's stored-up wealth for posterity? The policy of robbing our country of its easily accessible riches is all wrong. It is time to begin restoring our forests, reclaiming our deserted hillside farms and working out the pockets of our exhausted mines.

How about consumption overtaking production? Sheer nonsense! The greatest menace to agriculture is overproduction. The unmarketable surplus is our worst bogey. When the farmer can feel assured that an unsaleable surplus will not bob up and demoralize his market, his worst difficulty will have disappeared.

I have pointed out a few of the so-called farmers' problems which in my judgment are not the real problems at all. What are the real difficulties which do beset the farmer? I would head the list with the alarmist. We are beset on every side by howls of calamity on the farm. The demagogue finds in this subject a fertile field. Political upstarts ride to fame and fortune by espousing the cause of the so-called down-trodden farmer. The concern of these political demagogues ends with the results of election day. The hobby serves him well to gain votes and ride into office. He has no concern about the damage done agriculture by his nefarious advertising.

Calamity howling keeps the farmer agitated and unduly alarmed. It ruins his credit, depresses the value of his property and places him in a false position before the business world. Why advertise trouble? Business in general confines its financial difficulties to itself and its banker.

## EXPENSIVE EXPERIMENTS

A scarcely less harmful and even more costly innovation to agriculture is experimentation. The farmer is prone to try out every new thing that comes along. He seldom waits to ascertain the real value of the thing to be tried. In his haste he often incurs great loss in experimentation. I only need to point out a few such experiments to bring out the point.

The silo was a few years ago put forward as the one and sure road to wealth. Millions of dollars were invested in silos. The most of them have gone to rack and ruin and the larger per cent of those remaining are unused; not because the silo is void of merit, but because it was vastly overdone and because it was recommended to do what it could not do.

Soya beans were literally jammed onto the farmer. As long as all productions of these beans could be marketed for seeding, everything went well. Once the seeding demand became satisfied, soya beans went begging for buyers. If the experi-

mentation had been slower and commercial uses for the beans developed, it would have been much better.

I predict that there are the same breakers ahead for Sweet Clover, Sudan Grass and many other things now in the experimental stage. The road to better things than farm staples such as wheat, corn, oats, rye, Clover, Timothy and potatoes, is a long road and experimental wrecks obstruct the way.

I do not aim to cast reflections on agricultural experimental work. I am glad to say that Purdue University, for instance, has done excellent work along the line of investigation. I only wish to utter a word of caution against over-experimentation on the farm. This work should be carried on at the stations to the point where the recommendations going out to the farmers are reliable and past the experimental stage.

## EXPLOITATION

Next in importance after experimentation comes exploitation. The proneness of the farmer to exploitation is even more disastrous than experimentation. The fixed belief of most farmers is that theirs is the hardest lot on earth. The belief is brought about largely by the continual agitation of demagogues, political tricksters and ignorant reformers. The belief causes farmers to want to try something new; to add a side line to farming; to start into some commercial enterprise. The most notable of all of these adventures is the craze of a few years ago to enter into the grain elevator business. The financial losses in that adventure were appalling. No figures of losses are available but a rough estimate of losses of farmers entering the elevator business in the United States in 15 years shows literally billions of dollars, certainly not less than five billions. The farmers' losses in mining, gas, oil and other wild cat adventures would reach astounding figures.

## WHAT NOT TO DO

I think the Government could much more profitably employ its agencies, money and energy now being expended in advising the farmers how to do things co-operatively, in teaching them how co-operatively not to do certain things.

An important phase of the farm problem is the disheartened, discouraged condition of the individual. He has been made to believe, not only that his lot is the hardest but that his reward is the least. These beliefs in many cases have been his undoing. It is an undeniable fact that the financial reward on the farm at this time is not commensurate with that in many other lines, but it has not been forcibly pointed out to the farmer that his rewards in the way of certain food supplies, of peace and quietude, and the chance for a happy life are much greater than in some other lines, and that his efforts are not always commensurate with that required to gain a livelihood in some other vocations.

It is an undeniable fact that energy on the farm is at a low ebb; that enthusiasm is almost entirely lacking; that the simplest economies are often entirely overlooked. Work on the farm is generally done in the easiest way, regardless of the expense incurred.

So much for some of the farmers' problems. Now the solution. I am sure that the farm problem is capable of solution. I am also sure that that solution does not lie along the line of special class legislation; that it does not lie in the direction of reduction of freight rates; that it does not lie along the line of co-operative marketing; that it does not lie along the line of exploitation; that it does not lie along the line of the Government inducing farmers to adopt side lines that divert his energies from the work in hand, that rob him of his hard-earned cash and that usually make a business failure and a poor business man out of a very excellent farmer. I am sure the solution does not lie along the line of breaking down the middleman. I am sure it does not lie along the line of upsetting our present market system that nearly 100 years of experience have evolved. I am sure it does not lie along the line of fostering hatred between the farmers and the business men and drawing class lines between urban and interurban population. I am sure it does not lie along the line of falsely advertising the farmers' condition. I am sure it does not lie along

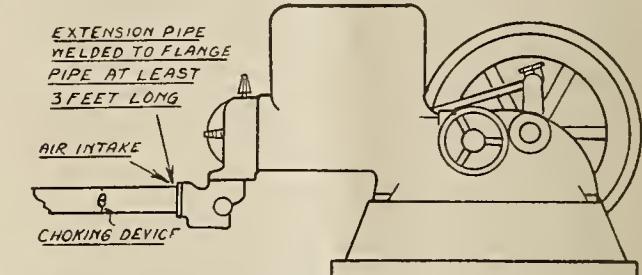
the line of legislation harmful to the grain handling business.

## SOLUTION WILL EVOLVE

I am equally sure that the solution does lie along the line of slow and sure evolution rather than along the line of quick and disastrous revolution. I am sure that it does lie along the line of total abandonment of the present practice of everybody farming the farmer. I am sure it lies along the line of economies in public expenditure that will materially reduce the taxes of the farmers as well as everybody else. I am sure that it lies along the line of such adjustment of wages in general industry as will produce the things that farmers buy at prices commensurate with the price of farm products. I am sure that it does lie along the line of removing from the farmer as far as possible the discouraging and depressing influence under which he now labors. I am sure it lies along the line of bringing the farmer to understand that he enjoys blessings not surpassed by any other class of people. Finally, I am sure that increased energy, renewed enthusiasm and the practice of rigid economy on the farm, coupled with a return to the square deal in politics in dealing with all things concerned, will ultimately solve the farm problem.

## ELIMINATE BACKFIRE

Losses due to the backfire hazard in internal combustion engines have been large, and the solution is a simple one. It is suggested by the Mutual



Fire Prevention Bureau that a length of pipe be attached to the air intake opening, extending it out of doors, or at least to some location not less than three feet from the carburetor, where there is no combustible material to support the flame from the backfire. Then, if the engine should backfire, the resulting flame will extinguish itself inside of the iron pipe. Actual installations in mills and elevators have proved this method to be practicable, and it does not affect the operation of the engine nor is it costly.

All connections must be airtight. It is desirable to use pipe of larger diameter than the air intake opening on the carburetor and sometimes necessary, if the pipe is over three or four feet in length, in order not to change the operating characteristics of the engine by increasing the friction on the air entering the carburetor. When piped out of doors the opening should be at least one foot away from any combustible material.

## A THREE CORNERED BUSINESS

The operation of the elevator of the Farmers Co-operative Elevator Company at Seymour, Ind., cannot be said to be the whole interest of the management, for this company also runs a 2,500-bushel capacity corn mill, and also carries on a feed business of very substantial volume. But in this three cornered elevator-mill-feed business, the elevator has proven to be a decidedly successful and important part of the organization.

The Farmers' Co-operative Elevator Company is situated in a splendid corn belt, and usually draws about half the corn required directly from the farmers. The remainder is shipped in from various Illinois points.

The elevator has seven bins and affords a storage capacity aggregating 20,000 bushels. The receiving capacity makes possible the handling of 5,000 bushels in 10 hours, and the shipping capacity of the plant is two cars per working day of 10 hours. The cleaning capacity is the same as the receiving capacity. Monarch Shakers are used for cleaning.

Two Beall Corn Shellers are provided, with ca-

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pacity of 300 bushels per hour, and there is a Bauer Attrition Mill which is able to handle 3,000 pounds an hour. Unloading facilities are furnished in the form of drag chains. The elevator uses three scales, one of which is of the hopper type and the other two are platform scales. A feed mixer and a hammer mill constitute additional machinery.

Electricity is used for lighting and power both, in the elevator, though steam is used in the company's mill for power. The steam engine in the mill is a 200-horsepower unit and the two motors belonging to the concern are of 75 horsepower. A belt drive is used. Fire protection has been well taken care of by the generous distribution of fire extinguishers, and service from the city fire department is available when emergencies arise.

The chief grains handled are wheat, corn, oats and rye, and about 250,000 bushels are handled in the course of a year. All kinds of feeds, flour and seeds can be bought at this elevator in Seymour, besides twine, fencing and coal. From the standpoint of profit, feeds form the most profitable sideline.

The present owners of this concern purchased the plant in June, 1921, along with the hominy mill, and the feed store. The feed end of the business has grown to be more than the ordinary sideline, and is one of the best paying propositions managed by this company.

## ALGERIANS PUSH WHEAT PRODUCTION

Cabled reports from along the Mediterranean, predict the Algerian wheat crop for 1925 will be almost twice as great as last year's. Wheat production in Algeria is forecast at 32,775,000 bushels compared with 17,355,000 bushels in 1924. The barley crop is forecast at 42,117,000 bushels, against 20,684,000 bushels last year.

Further reports from across the Atlantic, carry the news that Estonia (once a Russian province and now an independent republic) has nearly doubled its wheat-products tariff: Import duties on wheat from 0.04 gold franc to 0.10 gold franc on unbolted wheat flour, from 0.09 gold franc to 0.14 gold franc, and on bolted wheat flour, from 0.09 to 0.21 gold franc, all per gross kilogram.

On the other hand, Italy is suspending customs duties on wheat and other cereal grains.

Nevertheless, Italy intends to continue surveillance of cereal trading and to promulgate, whenever conditions are considered opportune, regulations intended to promote domestic production of cereals.

## NETHERLAND WHEAT INCREASE

The Netherlands offers no exception to the rather favorable crop reports being received from Europe in general. Wheat production in the Netherlands for 1925 is forecast at 5,181,000 bushels against 4,316,000 bushels in 1924; rye, 15,747,000 bushels compared with 14,661,000 bushels last year; barley, 3,582,000 bushels against 3,146,000 bushels.

The oats production estimate by the International Institute of Agriculture at Rome, for the Netherlands, shows a decrease. Production of oats is 19,635,000 bushels compared with 21,605,000 bushels last year.

## GRAIN MEN, NOT POLITICIANS FOR INSPECTORS

The determination of Kansas grain dealers and various farmers' organizations to have their state grain inspection department taken out of politics, is likely to cause professional politicians at Topeka, some discomfort. The Kansas Farmers Union, the Kansas Co-operative Grain Dealers Association, the Kansas State Farm Bureau and the Kansas State Grange, are among the units enlisted in the drive to put the Kansas State Grain Inspection Department under control of the people it serves.

At a group meeting of those interested at Dodge City, Kan., which Claude M. Cane and E. J. Smiley,

president and secretary of the Kansas Grain Dealers Association attended, the sentiment seemed to run strong for a revamping of the grain inspection department's situation. As precedent for the change suggested, the state banking department was cited; this department is controlled more or less by bankers. Putting the grain inspection department under the control of those interested could be accomplished, it was pointed out, by having various grain dealers and farm organizations make recommendations for chief grain inspector directly to the governor. The Dodge City meeting was well attended by state congressmen, millers, farm representatives and grain men.

## THE SQUARE DEAL ELEVATOR

By C. HYDE

At Charlotte, Mich., the Farmer's Elevator has been known as a dependable grain service station for about 30 years. For 25 years of its life it was a bean elevator. However, about a year ago, the Charlotte Square Deal Co-operative Association changed the management of the elevator to Christian Breitsch & Co., of Lansing, Mich., and under its direction, the business of the house was run on a strictly cash basis, and the methods of the elevator managing were improved wherever

reason for the Square Deal elevator's success is that the organization lives up to its name. Under the management of Christian Breitsch & Co., the elevator's affairs are in capable hands.

## CROP READJUSTMENT ACCOMPLISHED

The present nice balance between livestock and crop production, is pointed to by the Department of Agriculture in its July report, as a tribute to the readjustments made by farmers since the fall of 1921. Good financial prospects for farmers this year are seen by the Department, which says on the topic of the general agricultural situation that "given strengthening livestock markets and fair feed crops, plus fair returns from wheat and cotton, farmers will come out of 1925 better than they have in most of the years since 1919."

The central fact in the present outlook is that while production will be ample to meet consumption needs, agriculture will not be in the market this fall with any large surplus of the major products. "Wheat harvest is in full swing," the report continues. "The grain ripened prematurely over much of the western part of the belt, and harvest is early. Threshings so far, have turned out unsatisfactory yields, but the grain is of fairly good quality. It appears evident that the Winter wheat crop is decidedly short of last year's crop; so much so that the chief conjecture throughout the wheat growing world is how the shrinkage in this country will balance up against better crops abroad. The Spring wheat region from Minnesota to Montana has high hopes in spite of some local floods in the East and minor setbacks elsewhere."

## U. S. GRAIN EXPORTS DOUBLE

Fairly good rebuttal to the argument that this country's grain production is going onto a domestic basis, is had in the mid-year report from the Department of Commerce. Exports of grain and grain products during the 11 months ending May 31, 1925, were valued at over \$500,000,000 against \$219,000,000 for the same period last year, a gain of \$281,000,000.

The principal items making up this increase in value were: Wheat, \$212,000,000; rye, nearly \$50,000,000; barley, nearly \$17,000,000; flour, \$9,000,000; oats, \$4,500,000; malt, nearly \$3,000,000. There were the following decreases: Corn, \$9,000,000; rice, \$4,000,000; oatmeal, \$500,000; cornmeal, \$200,000; hominy and grits, \$200,000.

Wheat heads the list in the quantity of grain exported during the past 11 months, the total amount being 188,000,000 bushels as compared to 74,000,000 the year before. The countries taking the principal share of this year's wheat are Canada, the United Kingdom, Italy, Holland, Belgium, France, Germany and Japan in the order named. During the month of May over 7,000,000 bushels more wheat were exported than during the month of May a year ago, the chief countries of destination being Canada, the United Kingdom, France, Italy, Belgium, Spain and China. The exports of rye increased 34,000,000 bushels, most of it going to Canada, Germany, the Netherlands, Scandinavia and Belgium. During May, 1925, the amount of rye exported was 5,750,000 bushels, or nearly 4,000,000 bushels more than for the month of May, 1924.

The bulk of these exports went to Canada, Germany, the Netherlands, Finland and Belgium. The exports of barley increased 12,000,000 bushels, the bulk of which was shipped to the United Kingdom, Germany, the Netherlands and Belgium. Over 1,000,000 bushels more of barley were exported during May this year than during May, 1924, the chief countries of destination being Denmark, Germany, Belgium and the United Kingdom. The exports of oats amounted to nearly 9,000,000 bushels or an increase of nearly 8,000,000. During the month of May, nearly 3,500,000 bushels were exported as against only 15,000 bushels in May 1924. The bulk of last month's shipments went to Canada, the Netherlands, Germany, the United Kingdom, Cuba and Belgium.



PLANT OF THE CHARLOTTE (MICH.) CO-OPERATIVE ASSOCIATION

possible with the result of greater profits to the farmers.

At a recent meeting of the Square Deal Association, which has 650 members, reports of success in both its elevator interest and other affairs were given. Besides the grain receiving and shipping business, this association is the largest livestock shipping organization in the state. Philip Granger, manager, reported that last year's business totalled almost half a million dollars. To Buffalo, N. Y., and to Detroit, Mich., the Charlotte association shipped 110 double-deck and 121 single-deck cars during the year.

The Square Deal Association is a member of the Livestock Exchange, and can prove out one of the largest saving dividends of any shipping firm in the country.

The association has just taken over the Vermontville territory, so now it is shipping from that point as well as from the Chester Station and from Charlotte. At the annual meeting in the Charlotte Grange Hall, E. A. Beamer of Blissfield, president of the Michigan Live Stock Exchange, made the principal address. The success of The Square Deal company is due to the efficient direction of John A. May and to P. M. Granger, the manager. F. D. King and H. Parr, with the Vermontville members, Walter Grant and Frank E. Hay, now form the Board of Directors. For the past eight years, the Square Deal Association has been increasing in business and financial success, and is now one of the leading co-operative companies of the country, and the elevator at Charlotte constitutes an increasingly profitable part of the organization's activity. Friends of the association say that the great

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., JULY 15, 1925

## A SOLVENT DISORGANIZATION

OPPONENTS of the Grain Marketing Company's stock selling plan are now free to oppose something else for a while, for dissolution of the merger is under way, and the success of the Grain Marketing Company which is to continue (with option to buy the properties now withdrawn), is problematical.

Legally (except in a few states) and theoretically, the merger plan was sound. Financially, it was a success; during the year of its existence it handled over 200,000,000 bushels of grain at a profit. Nobody has lost money on the venture, but its disorganization is caused by the fact that to retain its legal status it must be farmer-owned. With only 66,000 of a necessary 1,000,000 shares of stock subscribed for by farmers, farmer ownership is out of the question. It was made impossible by the spirited efforts of several farmer organizations.

Just exactly what the motives were behind the generous expenditure of time, money and political strategy by a number of agricultural associations, such as the Illinois Agricultural Association, will not be known except to those well versed in the good old game of farm politics.

That politics will mean the overthrow of any such ambitious marketing scheme is by no means inevitable. The merger management, from the first, laid itself open to organized attack by the rather disorganized issuance of its publicity. It seemed to take for granted that the farmers would take to the stock selling proposition readily by vir-

tue of the various merger units' good reputation as grain merchants. It relied too implicitly on the names of farmer officers. Statements from the Grain Marketing Company's publicity department (if it had one) were irregularly issued and poorly distributed. The tone of the statements was very often defensive, owing to the fact that opponents started things.

Whether the turning over of its publicity problem to an agency skilled in handling such things would have helped in the solution of the work of selling its proposition to the farmer is a question. Certainly the officers of the merger somehow failed effectively in broadcasting their plan.

## FIVE BILLION BUSHELS

GRAIN crops of the United States, according to the Government forecasts this month, aggregate 5,320,000,000 bushels of wheat, corn, oats, rye, and barley. In spite of the fact that this figure is slightly lower than that of average July returns for the preceding five years, the forecast shows a decided midyear improvement, being several hundred million bushels above the returns at this time last year.

The wheat crop of 680,000,000 bushels increased 19,000,000 bushels over the June forecast, but is short compared with the 740,000,000 bushels of last July. Of better than the average quality is the Winter wheat crop, which now stands at 404,000,000 bushels, 186,000,000 bushels short of last year's final yield. On the other hand, Spring wheat returns of 276,000,000 bushels show an increase over last year's production. The exportable surplus of wheat is estimated at around 100,000,000 bushels.

A corn crop of 3,095,000,000 bushels is the third largest on record.

The oats crop of 1,292,000,000 bushels was only 3,000,000 less than last month and compared with 1,542,000,000 bushels harvested a year ago. The rye crop is 9,000,000 bushels short of last year. The barley crop is 63,000,000 bushels more than a year ago.

Notwithstanding the fact that Winter wheat has had one of the greatest setbacks in years, the grain trade this year will have a larger aggregate grain crop to handle than it did last by over 225,000,000 bushels.

## LOCKING UP FIRE

ONE mimeographed line looks like all the rest in the annual fire loss report of the Mutual Fire Prevention Bureau, yet the bottom line on the first page, by its content, deserves to be printed in red ink. It deals with the comparative record of night and day fire losses during 1924, and shows that over half, almost 56 per cent, of elevator and mill fires take place between the hours of 6 p. m. and 6 a. m.

Further information by the bureau explains how fires are virtually locked up, in many instances, and left to have the run of the plant after everybody has gone, for the fires are occurring during the early part of the night or shortly after the machinery

is closed down. Hot bearings and other major contributing causes to night fires, along with miscellaneous causes, created 70.55 per cent of the 1924 fire loss.

Hot boxes cannot be totally eliminated from all busy plants, but they do not have to be left to the later ministrations of the fire department just because the quitting-time whistle blows. Hot bearings will occur, but they can be cleaned and cooled and watched, instead of being left alone with every chance a hot bearing needs to start a serious blaze.

The trouble is, at the close of a busy day, managers and workmen alike are in no mood for careful inspection. There is the evening paper to be read, supper to be had, and those old slippers at home are comfortable. Further than that, 99 times out of 100, the time and effort of an extra careful 15 or 30 minute inspection of the plant at closing results in finding nothing wrong. Seemingly it is waste effort and needless bother. But the hundredth time, the extra effort is likely to be worth a thousand dollars a minute.

## EXTRAVAGANT DIVIDENDS

IT GOES almost without saying that time and again co-operative elevator companies have apparently prospered for a few years and then failed or sold out, not because the theory of co-operation was wrong, but because sound business practices, such as sensible budgeting, were too long neglected.

A great many concerns right now, of both types, independent and co-operative, are going along with a too persistent dividend or dividend-saving policy. They are unprotected against the time when replacements in the plant will have to be made, and depreciation or possible obsolescence of certain equipment be faced. Obsolescence is by no means synonymous with depreciation, and should be allowed for separately. Equipment may have a slow rate of depreciation but a very rapid one of obsolescence, due to scientific and mechanical progress. What constitutes a fair depreciation rate is not so complicated as it is often made out, if the allowance is figured on the probable life of the object depreciating, and not on what the profits are this year.

The two factors of depreciation and obsolescence should be allowed for before dividends, for the twin purpose of conserving physical resources, and of safeguarding credit. Stockholders, to say nothing of creditors, will in the long run favor a policy which permits the company to run year in and year out without the need of financial reorganizations, to a policy that calls for the habitual slicing of the dividend melon before it is ripe and before an adequate reserve is in sight.

## THE JULY NEW YEAR

THE welfare of the grain trade runs along so closely with farm prosperity and the well-being of the basic industries generally that half way down the course of 1925 it is well to take at least a look over the

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shoulder and see what clues for the six months ahead may be found in a brief retrospect.

There seems to be no great change in the position of the farmer, yet there has been a gradual lessening of the strain to which he (with others) was subjected during the period of post-war inflation. He is financially stronger per unit and per class than he was last year. Winter wheat has gotten away to an unfavorable start, but this has been somewhat offset by improving weather, high quality in the reduced crop, and the seeding of abandoned acreage to other crops.

In basic industries, including coal and metal production, output volume and profits, though not of boom proportions, are acceptable. This is shown by a reliable summary of interest and dividend disbursements on July 1, which indicates an average return of 7 per cent (per fiscal year) on capital invested industrially. Labor has been fairly well employed at exceptional wages, which, in the case of skilled labor, fully offsets the fact that the present purchasing power of the dollar, according to Irving Fisher, of Yale, is 63 pre-war cents.

Taken as a whole, the general volume of business is about the same as in 1924, but markets seem sound and offer a firm footing for a genuine and general prosperity with which the grain trade should easily keep up, unless it is forced into a box by experimental legislation.

## EDITORIAL MENTION

A merger such as the Grain Marketing Company has its drawbacks, but at least it is not a Government-run preposition.

The present good balance between livestock and crop production is an accomplishment of which the farmer may be proud—and the elevator manager thankful.

The management of the Kansas Grain Inspection Department has been attacked by Claude M. Cave, and the backing he is receiving has already caused unrest in the political camp.

The high protein value of the Southwest's crop will help considerably in making up for the low bushelage. An exceptional car from Ford County, Kan., yielded 18.20 per cent protein on sample.

Although co-operative laws in Minnesota and Colorado have fared badly of late with supreme court justices, the co-ops are not without victory elsewhere. The Kansas co-operative law has been declared fully valid by the supreme court of the great wheat state.

A writer in the *July 4 Economic World* grows gloomy over the thought that people have very hazy ideas about the sum total of fire and marine insurance that the 343 licensed New York companies have put in

force. He then gives the total, \$167,411,768,079—which dizzy figure makes the idea of the total even more hazy than before. The problem of adequate individual totals seems a more logical point for worry.

The Russian Soviet leaders are seeking private capital to move the great grain harvest, which they claim is unusually great. Strict Soviet rule seems to work perfectly, until there is something constructive to be done.

The success of co-operative ventures should not be measured by what they do in fair weather. The test is how they weather the storms of crop conditions, markets, and general conditions, over a period of years.

When you want a reply to a letter or statement, enclose a self-addressed stamped envelope. Over 1000,000 letters go into the mail yearly in perfectly blank envelopes; 21,000,000 letters went to the dead letter office in 1924.

Senator Capper remarks that "the public has lost confidence in the markets." That may be so to a degree, but there is more confidence generally in the markets, with speculators and all thrown in, than there is in interfering legislation.

Fifteen per cent protein wheat doesn't mean so much as it used to. Buyers are asking now about the protein quality as well as quantity, and, if they're in a bad humor, they will likely mention that high protein is just a sign of extra dirt.

This issue commences the forty-fourth year of publication for the AMERICAN ELEVATOR AND GRAIN TRADE, and, although it is older than many of its subscribers today, there are some who have received it continuously throughout nearly a half century.

Reputable seed dealers will find a new kind of advertising in the story of the fake seed merchant (Page 54) who, after a strenuous sales campaign, is now resting up in a penitentiary. The moral in the story, according to the Department of Agriculture, is not only to know soy-bean seed varieties, but to buy soy-bean seed from reliable and established seedmen.

The United States is probably the greatest straw hat country in the world, but the straw for the popular summer headgear is practically all imported. From China, Japan and Italy comes about \$8,000,000 worth of braided straw yearly. A new kind of straw market might be developed here, if Americans knew the correct process of pre-ripe pulling, sun-and-dew bleaching, and braiding, so well known abroad.

The war is not quite over for the United States Grain Corporation. The Mercantile Trading Company, of Chicago (formerly the J. Rosenbaum Grain Company), has started suit for accounting against it, stating that

the grain corporation, formed to handle the entire wheat output of the nation during the world war, collected refunds on freight from carriers which should have been paid to the Mercantile Trading Company.

At three o'clock on a hot July afternoon, the best of dispositions is likely to curl up at the edges a little. Every time the mercury moves up another degree, though, just stop and think of what happened to the McNary-Haugen Bill. That ought to bring a smile even at 105 in the shade.

The vacation season is on. People spend only a small part of their earnings at this time, however, as the record for June savings bank deposits shows. Almost eight billion dollars were in savings accounts throughout the United States last month, a gain of over 38 million dollars from May deposits.

If every grain house that gets into inflated-stock difficulty could fall and rise again as gracefully as did Dean, Onativia & Co., it would mean a near-millennium for the grain trade at least. It is impossible to estimate how many hundred thousands of dollars the good-will this company had was worth in the recent crisis.

A committee of Chicago Board of Trade members is working on wide price swing preventives. It is to be hoped that its solution of the problem will be at once a practical answer for the grain trade, and a soothing syrup for those who insist that dark plotting is generally behind sharp market advances and declines.

"If you are hedging, you want to forget your views on the market," Mr. Mehl, of the Grain Futures Administration, advises. "Just get the idea that you are long so many bushels and you want protection." Yet there are many country bankers who still bang their fists on the desk and say that hedging is just speculation spelled differently.

Railroad representatives who assert that inroads are being made into rail revenue by freight diverted to the Panama locks, should be interested in knowing that Panama Canal receipts for the fiscal year, ending July 1, were almost \$3,000,000 shy of the preceding year's income. The total receipts this year, however, topped the \$21,000,000 mark.

Violent market swings are too often laid at the door of speculators, who, if they could always cause quotations to rocket or pitch at will, would be proud no doubt. But violent crop-report changes, violent weather changes, and the fast-moving ups and downs of current world politics all put the speculator to shame as to power over quotations.

Reports of trouble and complaint on hay weights from points in the Central Freight Association territory do not seem to be on the decrease. The National Hay Association headquarters will be glad to hear your troubles and suggestions. If you have a special complaint, or a new idea on this old subject, write it in and get it off your chest.

R. M. WHITE  
Duluth

## NEWS OF THE TERMINAL MARKETS

A. E. RUST  
Cairo

### I. W. McCONNELL

The statement may be contradicted that Indiana is not a state given wholly over to literature. There are so many authors with Indiana as a birth place, to name this single profession, and the crop so continuously, overwhelmingly in evidence that one might judge it necessary to search in some remote corner of the state for any evidences of agri-



I. W. McCONNELL

culture. Grain is raised, however, in Indiana. Purdue University sees to that and the state also raises men who look after its marketing. One of these is I. W. McConnell, who travels for the McConnell Grain Corporation of Buffalo, N. Y.

Mr. McConnell was born on a farm near Oxford, Benton County, Ind., and has always been identified with the grain business. He helped organize the McConnell Grain Corporation 12 years ago and his son, Earl McConnell, is its secretary and treasurer. The firm does an exclusively consignment business in all grains and also acts as broker for firms in Chicago, Minneapolis and Duluth.

Mr. McConnell travels principally through Ohio, Indiana, eastern Illinois and southern Michigan and is always present at state meetings of grain dealers in these sections. The accompanying picture was taken at the recent meeting of the Ohio Grain Dealers Association held in Toledo.

### WM. T. BROOKING HEADS BIG ST. LOUIS FIRM

William T. Brookings, who has been connected with the Marshall Hall Grain Company of St. Louis, Mo., for the past 14 years and who has been its vice-president since 1921 was elected president of the organization on July 7, to succeed the late Marshall Hall. The presidency of the grain company carries with it the presidency of the Marshall Hall Milling Company and the Burlington Grain Elevator Company, both of which are owned by the Marshall Hall Grain Company.

Mr. Brookings is 40 years of age and has devoted most of his life to the grain business. He started in the country grain trade with his father in Nebraska and went later to Kansas City, Mo., where he was connected with the Hall-Baker Grain Company and other grain houses. He was also engaged in the grain business a short time in Oklahoma

City, Okla. He first came to St. Louis in charge of the corn and oats department of the Hall company and was also active in the export affairs of the firm.

It is announced that the Marshall Hall Grain Company, the Marshall Hall Milling Company and the Burlington Grain Elevator Company will continue without change in policy. Mr. Brookings worked very closely with Mr. Hall in the management of the business, and with his own experience and a capable organization, the continued success of the firms under his direction, is assured.

### ACTS TO PREVENT WIDE PRICE SWINGS

New steps toward determining means of preventing wide price swings in grain were taken by the Chicago Board of Trade on July 8.

A questionnaire covering in comprehensive manner various possible changes was sent to the 1,600 exchange members by the Members Program Committee. This committee recently was appointed by President Frank L. Carey to advise with the membership and then report to the administrative body.

"It is the desire," says the committee, "to find some means of preventing recurrence of wide price swings, if measures can be taken that would not interfere with the functions of an open market and with the great national service such a market renders to producer and consumer as well as to the milling and grain trade."

The Secretary of Agriculture in his preliminary report said wide fluctuations were due primarily to the heavy trading of a limited number of professional speculators and that their operations were facilitated to a considerable degree by the large participation on the part of the public after a material advance in prices had occurred the last half of January."

The committee then asks if it is advisable to try to foresee and prevent speculation by that part of the public guided only by sensational press reports, and how such ends could be attained.

"Since data gathered by the Grain Futures Administration is not currently available to the exchange officers," the questionnaire continues, "should provision be made for clearing members to furnish executive officers of the exchange with copies of reports furnished the Grain Futures Administration?

"Should disclosure be made by the Grain Futures Administration to the executive officers of individual dealings which might result in conditions detrimental to the good name of the association?

"Should any steps be taken to limit the open speculative interest of individual traders and if so, what would you suggest as such limit in various grains?

"Would you favor recommendation to the Department of Agriculture that restriction on privilege trading be removed?

"Would a clearing house, similar to those in operation at Minneapolis, Kansas City and other markets help prevent a recurrence of conditions of recent months?

"Should any attempt be made to limit the daily fluctuations of the prices for the commodities dealt in?

"Should your directors provide for additional storage room, receipts for grain in which would be 'regular' for delivery on futures contracts, even though such receipts called for grain not in ware-

houses designated as 'public warehouses' under Illinois laws?

"Should members not present in Chicago at the time of elections of officers and ballots on amendments to the rules be permitted to cast their ballots by mail?

"Should the supervision of gossip regarding grain markets extend so far as to the approval of such gossip by the Board in advance of dissemination?"

Within a fortnight the committee, whose work is advisory, hopes to submit a report for consideration of the directors. L. F. Gates, Chicago, is chairman of the committee, other members representing various branches of the grain trade including James C. Murray, L. L. Winters, Siebel Harris, Horace L. Wing, Charles H. Sullivan and Allan Clement.

For several weeks the exchange, in co-operation with the Department of Agriculture, has been working upon plans intended to eliminate in the future the disturbing conditions that arose during the recent period when a world wheat famine seemed possible. The questionnaire is a phase of the general problem being pursued by the exchange.

### MARSHALL HALL PASSES ON

In the death of Marshall Hall which occurred June 26, the Merchants Exchange of St. Louis, Mo., lost one of its leading grain merchants. His death came quite unexpectedly after an illness of only a day or two. He suffered what at first was an attack of acute indigestion but the trouble was apparently deeper and the cause of his death was diagnosed as heart failure.

Mr. Hall was born in North Fork, Ky., January 13, 1875. He moved to St. Louis in 1894 and became connected with the W. L. Green Commission Company, serving in various capacities until he became president of the firm in 1903. The firm was succeeded by the Marshall Hall Grain Com-



THE LATE MARSHALL HALL

pany in 1915, and Mr. Hall remained its president until his death.

Mr. Hall has recently organized the Marshall Hall Milling Company and purchased the business and property of the old Kehlor Flour Mills Company. William T. Brookings, vice-president of the Marshall Hall Grain Company was made vice-president of the milling company. J. F. Hall was appointed general manager and Herman F. Wright, assistant manager. These associates of Mr. Hall are now carrying on the business of both the grain and the milling company.

Mr. Hall had served in various offices and committees on the St. Louis Merchants Exchange be-

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sides being elected a director, and was chosen president of the Exchange in 1914. He manifested a keen interest in the affairs and the growth of the Grain Dealers National Association and was elected a director of the organization in 1919 serving ably several years in that office.

Mr. Hall was also deeply interested in various civic enterprises in St. Louis and was a consistent member and one of the organizers of the Delmar Baptist Church. He was also a member of the Bellervie Country Club and the Missouri Athletic Association. His death is regarded as a great loss to the grain and milling interests of St. Louis as well as to the trade at large. He is survived by a widow and three sons, Syndor, Bethune and Marshall, Jr., and one daughter, Inez.

## NEW BASIS FOR GRAIN MARKETING COMPANY

Following closely upon the news of June 30, which told of the withdrawal of the Davis-Noland-Merrill Grain Company from the Grain Marketing Company, came the headlines on July 3, of the difficulties besetting Dean, Onativia & Co., on account of having leaned too heavily upon the value of the Grain Marketing Company stock. Thus was foreshadowed the practical dissolution of the Grain Marketing Company of Chicago.

### BUYING OPTION RETAINED

Although the properties involved in the Grain Marketing Company are now in process of being returned of their owners, the directors of the merger requested an option for one year, allowing the Grain Marketing Company to purchase the properties outright within the next 12 months.

Gray Silver, president of the merger, indicates that he has received verbal approval of the plan from officers of the vendor companies. The vendor companies were informed that the option requested did not contemplate joint operation in handling grain, but merely the right to purchase in one year.

The joint contract between the company and the vendors expires on July 28, and a statement issued at the close of the meeting said the co-operative company is unable to comply with a \$4,000,000 payment at that time.

Farmers in Nebraska, it is said, are willing to start a move among farm bureau members for the purpose of raising money to keep the Grain Marketing company alive through some reorganization plan.

The co-operative marketing plan has been proven successful, according to the statement, but "one year was too short a time in which to get an enterprise of such magnitude to the farmer."

An additional statement from President Silver, attributes the failure of the merger to the Illinois Commerce Commission ruling, brought about by the activity of an Illinois agricultural group.

### DEAN, ONATIVIA RECOVERS

Due to a careful, beforehand notice to all firms and individuals that would be affected by a reorganization of the Dean, Onativia and Company's affairs, the announcement of the difficulty into which this company has fallen, had no untoward effect on quotations, or in business on the street. Bankers in Chicago and New York City were not satisfied with the par valuation of the Grain Marketing Company stock which they held in large blocks as collateral for Dean, Onativia and Company. On July 13, however, a "new chapter in financial history," according to the *Chicago Journal of Commerce* was written when the first formal steps were taken toward reopening Dean, Onativia and Company. The financial barrier has been definitely crossed, the required \$2,500,000 having been raised by sufficient margin to indicate that the assenting creditors will have some of their equity, signed away to re-establish the firm's finances, returned to them.

Next comes the application to the Federal courts for a lifting of the receivership; then request for reinstatement as members of the various stock exchanges. This will require time but it is hoped by the attorneys who are steering the firm's affairs that it can be accomplished within a week. Some interests, however, express dubiousness as to their

success, although admitting that all depends upon the attitude of the courts.

### KANSAS CITY UNIT WITHDRAWS

The Davis-Noland-Merrill Grain Company, of Kansas City, Mo., which last year was merged into the Grain Marketing Company, of Delaware (a subsidiary of the Chicago Grain Marketing Company), has resumed independent business activity in the former Kansas City offices of the Grain Marketing Company. The old business of the Armour Grain Company in Kansas City will also be carried on by the former merger-unit, of which George H. Davis is now president.

The capital of the Davis-Noland-Merrill Grain Company has been doubled from \$400,000 to \$800,000. N. F. Noland is vice-president; H. A. Merrill, secretary, and M. Gundelfinger, treasurer; W. B. Lincoln, formerly with the Armour house and who has been associated with the Grain Marketing Company, will be assistant treasurer in charge of the futures department.

### THE BRENNANS TAKE AN OUTING

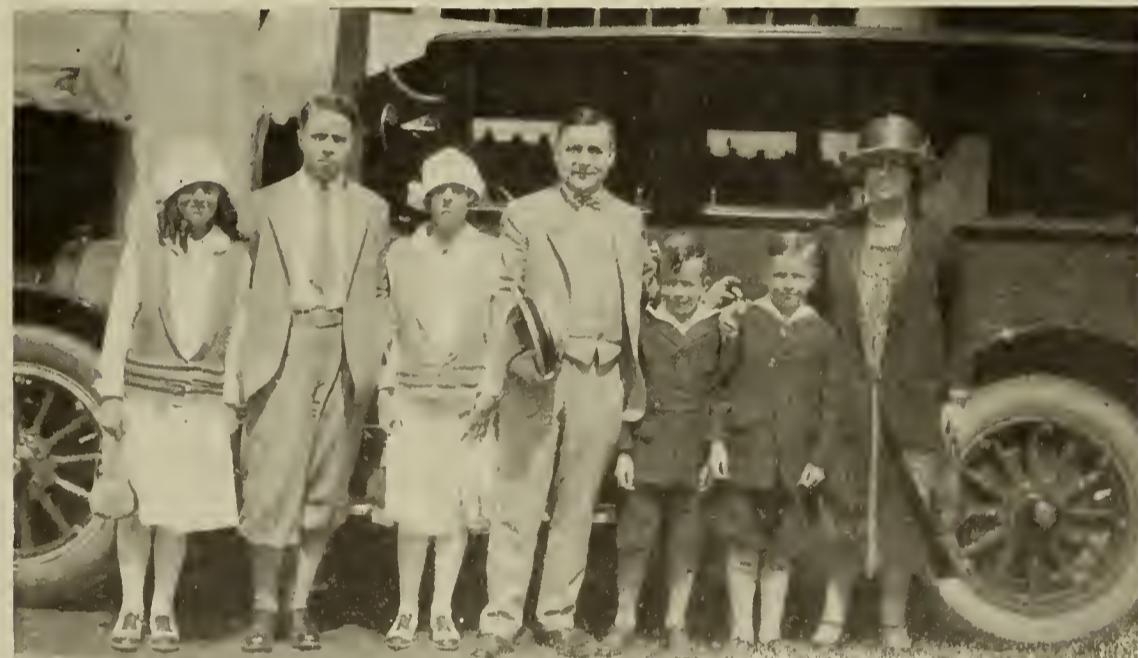
In handling grain consignments from a great many western shippers of grain to the Chicago market. Jack Brennan, head of the commission firm of John E. Brennan & Co., handles in a year

Mr. Brennan enjoys the distinction of never having made a speculative trade. He is one of the popular younger members of the Chicago Board of Trade and counts his country friends among the grain trade, as legion.

### AUSTRALIA AND BULK HANDLING

Due to differing harvesting conditions, wheat came from the farms twice as fast in Australia as in Canada, and this is the reason that when the Canadian system was tried in Australia without taking into account local difficulties, the whole system got choked up early in the season and it was found impossible to handle more than 17,000,000 bushels of the 50,000,000-bushel crop through the elevators. This conclusion and several other facts are the result of investigation by C. P. Kinmonth, chief grain handling engineer for Henry Simon, Ltd., of Manchester, Eng., who has been traveling and studying conditions in Australia.

He said it seemed strange to find a high-wage country like Australia content to handle its large wheat crop in bags by hand labor, though he admitted the difficulties of devising an elevator system to suit conditions. It has been suggested that the cost of country elevators might in some degree be overcome by sending the wheat to the



JOHN E. BRENNAN AND HIS FAMILY

a very large volume of the producers' grain. Of vital interest to these producers is the number of people in this land of U. S. A., who cause a more or less rapid disappearance of their products of the soil. Therefore, the accompanying picture cannot fail to be of interest, for Jack Brennan who is responsible for the entire party in the picture; save one who will be hereinafter noted, states they are as fine a bunch of rapid consumers as doubtless ever became acquainted with the products of wheat, corn and oats in edible form. Anyhow the youngsters look corn, oat and wheat fed and we believe it would be safe to make the statement that they weigh, on the hoof, fully as much as or more than such prize young animals should.

Especially Bob. Bob is standing at the right of his father, and the other children commencing with the oldest are, Catherine, Ruth and John, Jr. Besides Mr. and Mrs. Brennan in the picture, is Raymond Lamy, son of Joseph Lamy, former vice-president of the Chicago Board of Trade. He is the tall lad standing second from the right. The snapshot was taken at Michigan City, Ind., where the Brennan family had gone by automobile recently for a week end outing.

Jack Brennan, as he is known on the Board, was born and raised in Chicago and started in the grain business on leaving school, in 1897, with the former firm of Eschenberg & Dalton. He learned the grain business thoroughly in all its branches, and when they retired in 1907 he organized the firm of Brennan & Carden. In 1917 Mr. Carden retired and Mr. Brennan took over the business continuing as John E. Brennan & Co., now a thriving exclusively grain commission house.

ports partly in bags, partly in bulk, to be put into bulk at the ports, the bags then being returned to the country for further use. The estimate is that about one-fourth as many bags as are now used would then be sufficient and three-fourths of the financial benefit of the Canadian system would be had at a far lower capital cost.

### THE KINNEY GRAIN LETTER

We are of the opinion that the rust proposition is possibly being over done a little today as the movement of Winter wheat is only starting in this part of the belt with the exceedingly poor call from the seaboard and the mills apparently getting wheat at steady prices are not disposed to follow the daily fluctuation, we therefore believe that sales made on the hard spots will prove profitable.

We are receiving a considerable amount of consigned wheat and have been fortunate enough to secure fair premiums on all coming thus far, we would very much appreciate your business either on consignments or prices we will be able to make you which we feel satisfied will be full value from day to day.—H. E. Kinney Grain Company, Indianapolis, Ind. Market letter of July 13.

### FIRST RUN WHEAT WILL HAVE GOOD DEMAND

Harvesting in the territory nearby Toledo is proceeding and some threshing has already taken place in some of the southern parts of the state. We look for movement of wheat in this market next week. Bidding basis is still ranging around Chicago July price with offerings up to this time practically nothing. Making comparison with previous

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Fourth Year

years might appear that farmers were in the mood to hold their wheat. There is every indication to point to a good demand for the first run of wheat, particularly in view of the fact that quite a lot of interior mills have empty wheat bins. There is every indication at the moment to point to substantial premiums on Winter wheat.

Corn demand here has improved but receipts are very light. Country seems inclined to hold although there are quite a few points where corn supplies are entirely exhausted. Oats premiums have advanced a full cent for the week with cash demand very good on light receipts.—*C. A. King & Co., Toledo, Ohio. Market letter of July 13.*

## CAN IT BE CONSUMED

Some will question how we can consume a corn crop of 3,095,000, as estimated by the Government, after getting along with the small crop produced last year of 2,437,000,000. U. S. is accustomed to 3,000,000,000 bushel corn crops, and has consumed five crops of this size with comparative ease. Demand will be increased by the small hay crop and moderate yield of oats. A potato crop of 350,000,000 is 105,000,000 smaller than last year's large crop. Rye crop will be the shortest in years, at 54,000,000 compared with five year average of over 70,000,000.—*Southworth & Co., Toledo, Ohio. From Southworth & Co.'s Weekly Market Review of July 11.*

## IMPROVED DEMAND

There has been a decided improvement in the cash demand for both corn and oats in this market during the past few weeks. Feeding is heavier throughout the East, and there is heavy indication that feeding operations during the coming months will be on a considerable greater scale than during the past several years. This, of course, will be reflected by increased business through this market.

There has been a fair business working in old wheat recently and the millers are anxiously awaiting the movement of the new crop, especially Soft Winter varieties which have been very scarce and selling at unusual premiums for several months past.—*J. G. McKillen, Inc., Buffalo, N. Y. Market letter of July 13.*

## CHANGES IN MEMBERSHIP

*Chicago.*—The memberships on the Board of Trade of the following have been transferred: Ormsby M. Mitchel, Frank S. Hughes, Estate Albert V. Kinsler, Dan S. Disosway, Francis E. Hadley, Fred J. Bird, Walter A. Long, Estate Edw. R. Bacon, Bernard Pfaelzer, Ruloff E. Cutten, A. G. Cochrane, Robert C. Start, Osborn F. Smith, Ernest Reiner, Gustave M. Weil, Ferdinand A. Meyer, John H. Simon, John J. Fennelly, Wm. Bartels, John W. Probasco, Howard E. Colgan, Harry N. Bell, John H. Karstens and George E. Walsh. The following have been elected to membership on the exchange: George H. Harris, Hugh H. Sutherland, Hugh Comer Howell, Edw. B. Carson, Charles S. Packer, Raymond K. Burke, Theodore A. Schwenkel, Robt. C. Bacon, Z. A. Booth, Wm. J. Neale, Stephen C. Ladd, Edw. M. Johann, Irving P. Schuster, Henry M. Wolf, Harry H. Gunkel, Sidney T. Smith, Charles B. Burke, Frank G. Crowell, Edwin H. Ivey, John H. Shute, Harry Dushoff, Daniel F. Murphy, Wm. P. Cavanagh, Harold J. Droeger. Reported by Secretary James J. Fones.

*Duluth.*—James H. Ogle is a new member on the Board of Trade. B. F. Baker and Edward J. Maney have withdrawn their memberships. Reported by Secretary Charles F. MacDonald.

*Milwaukee.*—Fred Pabst, Jr., has been admitted to membership in the Chamber of Commerce, and the membership of Fred Pabst has been transferred. Reported by Secretary H. A. Plumb.

*Minneapolis.*—The memberships of the following in the Chamber of Commerce have been transferred: F. S. Butler, No. 1 to Raymond C. Coakley; from F. B. Carr, No. 3 to Jacob A. Westvig; from M. E. Grant, No. 1 to H. M. Stratton; from R. N. McCaul to Thomas E. Hogan; from S. L. Cobb, No. 1 to Marshall C. Nelson.

*St. Louis.*—Admitted to membership on the Mer-

chants Exchange recently are: C. D. Calverley, James M. Adam, Herman F. Wright, Ivan F. Wieland, S. S. Carlisle, J. F. Hall. Applications for membership have been filed by H. O. Blackwood, on transfer of certificate of John Ring; J. R. Schmitt, on transfer of certificate of Jas. Kehlor Carr; Val. E. Campbell, on transfer of certificate of Jas. R. Campbell, deceased; Lloyd W. Munkres, on transfer of certificate of John F. Fonnely; Louis M. Steinberg, on transfer of certificate of S. M. East.

## TERMINAL NOTES

E. F. Richards is now representing Jackson Bros. & Co. of Chicago, Ill., on the Produce Exchange, New York, N. Y.

Smith, Murphy & Co. of Winnipeg, Man., have opened a grain export office in New York with W. C. Mott in charge.

Henry J. Dahl has left the Bunge North American Grain Corporation of New York, N. Y., to take a partnership in the firm of Guild & Co.

The Board of Directors of the Chicago Board of Trade has made all the public elevators in Chicago regular for the year commencing July 1.

Paul Bailey has left the Strong Trading Company of Wichita, Kan., to take charge of the Salina office of the John Hayes Grain Company of Wichita.

The Beach-Wickham Grain Company of Chicago, Ill., has opened a branch office in Rensselaer, Ind., in charge of Charles Lyons, recently of Sheldon, Ill.

S. S. Carlisle, formerly associated with the grain market of Omaha, Neb., has formed a connection with the W. J. Edwards Grain Company of St. Louis, Mo.

The Lucke-Gibbs Grain Company, Inc., of Omaha, Neb., has been organized with a capital stock of \$100,000 by E. A. and E. R. Lucke and O. H. and E. C. Gibbs.

The first car of new Missouri Red Winter wheat to arrive at the St. Louis market was received by the Picker & Beardsley Commission Company on June 26.

Jas. P. Sullivan, formerly with the Churchill Grain & Seed Company of Buffalo, N. Y., has been appointed traffic manager of the Sunset Feed & Grain Company of that market.

The Cleveland Grain & Milling Company of Cleveland, Ohio, is moving its Cincinnati offices from the Union Central Building to the Traction Building at Fifth and Market Streets.

The Seaboard Grain Company, Ltd., of Winnipeg, Man., has closed its office in the Grain Exchange Building, and according to W. B. Fritz, manager, will confine its activities to New York.

Plans are being formulated providing for the establishment of a grain futures market in Seattle, Wash., under the auspices of the Merchants Exchange department of the Chamber of Commerce.

The Decatur Terminal Company of Decatur, Ill., has closed its elevator at that point and manager W. H. Barnes has gone with the grain merchandising department of A. E. Staley Manufacturing Company.

Baltimore market received its first car of new Maryland wheat this season on June 23. The grain was of excellent quality and purchased by C. J. Landers & Co., grain and feed merchants at \$1.65 per bushel.

The John A. Schroeder Company, Boston, Mass., has been incorporated to deal in grain with a capital stock of 25,000. The incorporators are John A. Schroeder, Norwood; Leroy W. Todd, Reading; Robert W. Sawyer, Malden.

E. R. Alton, manager of the Globe Grain & Milling Company, was recently elected president of the Ogden Grain Exchange, Ogden, Utah, succeeding Jos. M. Parker. It is announced the Exchange may establish a branch office in Salt Lake City.

George S. Jackson, vice-president of the Barnes, Jackson Company, Inc., leading grain export firm of Baltimore, Md., retired from active business June 30. With his retirement Mr. Jackson completes 45 years continuous connection with the ex-

port grain trade of Baltimore. He served the Government as a dollar-a-year man during the war and has served as president of the Baltimore Chamber of Commerce besides acting on various important committees. The Barnes-Jackson Company continues in the grain trade of Baltimore with Julius H. Barnes, president, and Edward Netre and John F. Frederick for years associated with the business, in charge.

R. O. Augur, assistant secretary and treasurer, and manager of the grain department of A. E. Staley Manufacturing company of Decatur, Ill., has been succeeded in the office of manager of the grain department by J. C. Hight of Hight & Cline of Decatur.

The first car of new wheat of the 1925 season reached St. Louis June 24, from Carmen, Okla. It graded No. 2 Dark Hard, 93 per cent Dark Hard, 13.40 per cent protein. The wheat was purchased at auction by the Ralston Purina Company and brought \$1.71 a bushel.

J. W. Craig has re-engaged in the grain business at Wichita, Kan., as the J. W. Craig Grain Company. His son, Austin B. Craig, is associated with him in the business and E. R. Welch, formerly manager of the Norris Grain Company of Wichita, has become connected with the firm.

Wilbur C. Christian, formerly associated with the St. Louis office of the Grain Marketing Company, has formed a connection with the Feed Marketing Company. Fred Deibel, formerly with the Black & White Milling Company of East St. Louis is president of the firm and Mr. Christian is in charge of the office.

The Hecker Cereal Company of New York, and the H-O. Cereal Company of Buffalo were consolidated July 1, under the title Hecker-H-O Company, Inc. In addition to their well known lines of breakfast cereals the Hecker-H-O Company will push their feed products which include their horse, dairy and poultry feeds.

J. R. Schmidt, formerly in charge of the office at St. Joseph, Mo., of the Marshall Hall Grain Company of St. Louis, Mo., has become connected with the wheat department at the home office. With the closing of the office, the elevators which the Marshall Hall Grain Company operated in that city have been sold to the Larabee Flour Mills Corporation.

A. M. Braun, first vice-president of the Cincinnati Grain & Hay Exchange, Cincinnati, Ohio, was recently elected president for the rest of the year by the directors of that institution to succeed Frank L. Watkins who resigned after leaving for Mansfield. Robt. L. Early of Early & Daniel Company, was elected first vice-president in place of Mr. Braun.

The Central Grain Company is a newly organized grain firm in Omaha, Neb. J. G. Wild is president of the company and F. R. Deffenbaugh, secretary and treasurer. Mr. Wild was for several years with the Scott-Wild Grain Company and Mr. Deffenbaugh, for the past five years has had charge of the wheat buying for the Butler-Welsh Grain Company.

Lamson Bros. & Co. of Chicago, Ill., have closed their offices at Decatur, Ill., and their wire has been taken over by the A. E. Staley Manufacturing Company. Bert Wuthersbaugh, who was connected with the office has gone with the grain department of A. E. Staley Manufacturing Company, and Earl Quigley, the manager of the office, has become connected with E. W. Bailey & Co. at Decatur.

The Jackson Grain Company has just been organized at Jackson, Mich., to take over the grain jobbing business of the Stockbridge Elevator Company. Oliver S. White is president of the company and G. H. Whipple, secretary and treasurer. Mr. White has been at the head of the Jonesville Milling Company of Jonesville, Mich., for the past 25 years. Mr. Whipple has been connected with the Stockbridge Elevator Company for the past 19 years. The new company will conduct a general jobbing business in grain and feeds and also act as buying and selling agents for the Jonesville Milling Company.

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## Hints for the Elevator Millwright

By OLD TIMER

"IT'S EASY enough to order a bucket elevator for a certain service," said William Davis, alias "Big Bill," head millwright of Morris M. Marston's Square Deal Elevator, at Massapoag Lake. "All you have to do is to write to a manufacturer, tell him what you want the elevator to do, its height, the number of bushels of grain it should handle per hour, and then set up the elevator when it comes."

"That's the way millwrights 'figure' elevators and other machines now-a-days. But, I don't want to work out an elevator that way. There are lots of old machine parts in the 'morgue'—that's what "Big Bill" called the room in which were kept all the out of use pulleys, shafts, parts of machines, etc.—and I want to make up an elevator from such material as is on hand and not working."

So, Mr. Davis ransacked Mr. Marston's collection of catalogs and dug out those listing elevators, buckets, etc. Then he dug out of the "morgue," a lot of three-cornered high-speed elevator buckets, which were seven inches long, crosswise of the belt, projected five inches, and when placed close together, would hang nine inches apart, center to center of the buckets.

Mr. Davis wanted to rig up an elevator which would handle about 2,000 bushels of wheat per hour, and he figured that by spacing the seven-inch buckets a little more than six inches apart on an eight-inch belt, he could secure the capacity he needed. Upon looking up buckets of this kind in one of the catalogs, he found that with the buckets spaced six-inch centers, with a belt speed of 620 r.p.m., such an elevator was listed as being able to handle 2,422 bushels of grain per hour.

"If I space the buckets a little farther apart," soliloquized Big Bill, "the elevator ought to handle 2,000 bushels per hour, easily. Now, I want to lift that amount of grain 120 feet, and I don't want any slip-up in the elevator belt drive, for of all abominable things in a grain elevator, a weak belt drive on an elevator leg is about the worst. Reckon I'll dig into that matter a bit."

Then Mr. Davis began figuring after a manner of his own, as follows: "2,422 bushels of grain per hour means a little more than 40 bushels of grain per minute. Figuring on 60-pound wheat, the amount of grain to be handled per minute, is exactly equal to the number of bushels of wheat elevated per hour. Handy 'short-cut' isn't it? If oats were to be handled, the load would be a little more than one-half the weight of wheat. Now, the catalog gives a maximum belt speed of 620 feet per minute, with the buckets spaced six inches apart, so there would be 1,240 buckets going up each minute, to carry 2,422 pounds of grain. This figures 1.96 pounds of grain per bucket—might as well call it two pounds."

"Now then, if only 2,000 pounds of grain are to be handled each minute, only 1,000 buckets would be necessary on 620 feet of belting, or a bucket to each .620 of a foot, which equals 12x.620, or 7.44 inches, therefore, the buckets may be spaced 7½ inches apart on the elevator belt and handle 2,000 bushels of grain each hour."

"Head pulley 42 inches in diameter, maximum revolutions 57," read Big Bill from the catalog. "Now, I wonder how that figures out, and how big a drive pulley will be needed, and how wide a belt there must be on the drive pulley? Also, reckon I will look into the load-pull on the elevator belt."

Mr. Davis then figured further, "Elevator belt travel, 620 feet per minute—circumference of 42-inch head pulley, is about 11 feet. The table in my handbook gives it as 10.996, so, 11 feet is close enough for this problem.  $620+11=56\frac{4}{11}$ , so I reckon this elevator is due to run at top speed of 57 r.p.m. all right."

"Now for the load of grain on the elevator belt. The height of the leg being 120 feet, and the buckets being spaced .62 foot apart, there will be  $120+.62=193$  or 194 buckets loaded with two pounds of grain each, on the up-going side of the elevator.

This means a load of  $2 \times 194 = 384$  pounds of grain on the belt at any one time. As the belt will be about eight inches wide, the load per inch will be 48 pounds per inch of belt, which is more than plenty, because belts last longer and work better when loaded with only 40 pounds per inch."

Mr. Davis was right, for he had figured the elevator buckets working about two-thirds full, each one. Should they be completely filled, the load on the belt would be increased one-third, or from 48 to 64 pounds per inch of belt width, which is too much for long life of a belt. True, many catalogs give 64 pounds, or 68 pounds as the working load for each inch of single leather belt width, but Big Bill says he won't tolerate belts in his elevator so heavily loaded, and the writer has for many years, laid down all his belt transmissions for a working pull of 40 pounds per inch of width.

After thinking the matter over, Mr. Davis decided he would "increase the elevator belt width from eight to 10 inches and use the seven-inch buckets upon that width of belt, which will reduce the belt load from 48 to 38.4 pounds per inch of belt width, and bring the loading down below the safety point when the buckets were two-thirds full. When they are full, the load will be 52.1 pounds per inch of belt width, but elevator cups don't run full much of the time, and they will stand the excess load, I reckon, once in a while."

Next, Mr. Davis went after the belt drive for the new elevator in his usual direct manner, and said: "There will be some creep in the bucket belt as well as in the driving belts, so about 2 per cent will be allowed for creep, in order to keep the belt travel up to 620 feet per minute. The figured speed was 56.3 r.p.m., and 2 per cent thereof would be 1.26 r.p.m., which added to 56.3, gives 57½ r.p.m. nearly, as the proper speed at which to drive the elevator head-shaft in order to maintain a belt travel of 620 r.p.m."

"Now for the horsepower required," remarked Mr. Davis, "There are 384 pounds of grain on the elevator belt, and moving upwards at the rate of 620 r.p.m. Therefore, the load will be  $384 \times 620 = 238,080$  foot pounds, and dividing by 33,000, gives a little more than 7.02 horsepower required. But, there must be something for friction, the above amount being only for actually lifting the grain. So, we will add at least 10 per cent more power, making a total of 7.722 horsepower, which will be called eight, and done with it."

For driving the head-shaft of the new elevator, Mr. Davis had "dug up" two sets of internal gears, and the question to be settled was, which set to use. The heavier ones had a ratio of 3.19 to 1, and weighed 266 pounds. The other pair with a ratio of 6.38 to 1, weighed about 229 pounds, and both sets were 2½-inch face and 1¼-inch pitch. Mr. Davis did quite a bit of figuring before he made a selection between the two pairs of gears, and said he "would give both sets and \$20 to boot, for a silent chain drive with a ratio of 30 to 1, then he would put the small gear directly upon the shaft of an electric motor and have a very compact drive—all except the larger gear. For, if a three-inch pinion be used with the silent chain, the larger gear must be 90 inches in diameter, and a 7½-foot gear surely takes up some room."

Mr. Davis figured that with the 3.19 ratio gears, the drive pulley of the elevator must run at the speed of about 184 r.p.m. while, if the ratio gears of 6.38 be used, the drive pulley must revolve about 367 r.p.m. Mr. Davis had to do a bit of figuring before he would decide which gears to use, for, the 184 r.p.m. was a bit slow and called for more belt and wider pulley face than did the gears with 6.38 ratio. The speed of 367 r.p.m. was a bit fast for elevator work, and Big Bill thought a whole lot about what would happen if such a high-speed shaft should run dry in its bearings. Then, the chances of fire would certainly be much greater than with the slow-moving shaft.

The shaft from which power must be taken to

drive the new elevator, ran 200 r.p.m., and it would mean "step-down" or "step-up" in speed, according to which gears were to be used. First, Mr. Davis calculated the belt pull necessary at the pulley on elevator head shaft when either set of gears might be used. For the drive with the 3.19 ratio, he figured that the 7.722 horsepower required at the head pulley would be reduced to  $7.722 + 3.19 = 2.42$  horsepower at the pinion shaft. Mr. Davis also considered that at least 10 per cent of the power applied to the pinion shaft would be absorbed in friction of that shaft and of the pair of gears, so he figured that  $2.42 + .90 = 2.69$ , or about three horsepower should be supplied to that shaft.

Big Bill now faced the problem of supplying three horsepower from a shaft revolving 200 r.p.m., to one running 184 r.p.m., by a belt loaded to not more than 40 pounds per inch of width. First, he calculated the pulley ratio between the two shafts. He allowed that 184 r.p.m. would be but 98 per cent of the speed that shaft should be belted for, on account of allowing 2 per cent creep in its driving belt. This makes  $184 + .89 = 188$  r.p.m. nearly, which will be the speed to be calculated for in the belt drive, and the pulley ratio would be 188 to 200, or 47 to 50.

Getting out his slide rule, Mr. Davis saw at a glance that pulleys 31 and 33 inches in diameter would give almost exactly the speed required, as their ratio was very close indeed. He also saw that 16 and 17 inches in diameter would also give a ratio very close to that desired, but he considered these pulley sizes as too small, and decided to take a chance with the 31 and 33-inch pulleys. Upon looking around Mr. Davis found two pulleys 32 and 35 inches in diameter respectively, and upon looking again at the slide rule, he found that he could obtain the required ratio of 188 to 200, by lagging up the 35-inch pulley about an eighth of an inch.

Just then, Mr. Davis decided that before he "did any more guessing at pulley diameters for driving that elevator, he was going to find out how much of a belt would be needed if he used a 33-inch pulley on the shaft running 200 r.p.m., and delivering three horsepower to the shaft of the new elevator."

"Three horsepower," he continued, "equals  $3 \times 33,000$  or 99,000 foot-pounds. A 33-inch pulley has a circumference of about 8.64 feet, and running at 200 r.p.m., the belt velocity would be 1,728 r.p.m. That's a rather slow belt, but it will do, perhaps, if the width comes within reason."

"To deliver 99,000 pounds at a speed of 1,728 feet, the belt must exert a pull of  $99,000 + 1,728$ , which equals nearly 57, and with an inch width-pull of 40 pounds, a belt an inch and a quarter wide, will drive that elevator easily," said Mr. Davis. "Why, a three-inch belt will give more than twice the power needed. Reckon I had better see what pulleys will be required to drive the elevator with a four-inch belt."

Accordingly, Mr. Davis worked the problem through in a reverse direction. He divided 99,000 by 160, the pull allowed to a four-inch belt and obtained a quotient of 612, which he divided again by 200, and obtained a quotient of 3.06, which represents the circumference in feet of a pulley which on the 200 r.p.m. drive shaft, would fill the bill. So,  $3.06 \times 12 = 36.72$ , and looking up this number in a table of circumferences and diameters, Mr. Davis found that 36.91, the nearest number in the table of circumferences, corresponded to a diameter of 11 inches.

"It's mighty small business, putting in a pulley of that diameter," said Mr. Davis, and upon looking at his slide rule again, he found that a pulley about 10¾ inches in diameter, would be required upon the pinion shaft of the elevator. But, upon looking in the "morgue" Mr. Davis found two wooden pulleys which had evidently been respectively 16 and 17 inches in diameter, but which had been worn, or turned a trifle smaller. He took these pulleys and turned them in a lathe, to 15½, and 16½ inches respectively; placed the larger pulley on the 200 r.p.m. shaft, and obtained almost exactly the ratio required between the two shafts.

"That four-inch belt will have a mighty easy time of it," said Mr. Davis. "It will be underloaded, and will drive that elevator for 40 years without having

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to be taken up more than once. I don't believe I will bother with the other gears. Their ratio is so large that the belt pull will be very small, especially as the speed of the pinion shaft will be much higher than with the low ratio gears. With almost any old pulley on the 300 r.p.m. driving shaft which will permit almost any pulley at all on the pinion shaft, a one-inch belt should drive the elevator fully loaded. You can 'figger it out' if you want to, same as I 'figgered' the other drive," said Mr. Davis, as he reached for his hat, and said "Goodnight," and started home in his "Henry".

## NEW FARMERS' ELEVATOR

A small country elevator, which has been operating very successfully is shown in our illustration. It is located at Salisbury, Mo., is owned by the Farmers Elevator Company of that place, and was built by Townsend B. Smith of Decatur, Ill.

There are 10 bins in the elevator affording a capacity of 20,000 bushels. All the buildings are of reinforced concrete and the office, warehouse,



PLANT OF THE FARMERS ELEVATOR COMPANY,  
SALISBURY, MO.

dust house and cob house are all in one structure, resulting in unusual economy in operation.

The elevator was finished in May of last year. There is one small leg and one large leg for elevating ear corn from the sheller. It can ship out grain at the rate of 2,000 bushels per hour. The machinery equipment includes truck scale, Western Cleaner and Western Sheller and one feed grinder. The feed grinder is fed from four bins. There is a concrete roof over the scale and the warehouse is of two stories with basement.

## CO-OP CONTRACT INVALID IN COLORADO

Judgment was reversed with directions to overrule the demurrer, in the Supreme Court of Colorado, June 22, in the appealed case of farmers who had joined the Colorado Wheat Growers Association and become dissatisfied with the management and with their contracts with that body, and so brought this suit to cancel them. The point considered well taken in the court's decision and opinion was the farmers considering the contracts void because of being in restraint of competition. "That such contracts are against public policy and void is held by the weight of authority, and, until recently, almost universally," said the court. The formal opinion concludes by saying:

If control of the wheat market is beneficent then the present contract is more so than the other, but if harmful it is more harmful. But we have held in the above cited cases that it was harmful as a matter of law. The claim of reasonableness, therefore, cannot control us. All these contracts antedated the Act of 1923, Ch. 112, which authorizes such agreements. It cannot be said, then, that such a contract as the present was lawful when made. The Act of 1923 not only in terms makes such contracts lawful but pur-

ports to legalize all previous contracts of that sort; that portion of it, however, is retrospective and retroactive and cannot be sustained. Any party who chose could repudiate the contract before the act; then to make it hold him now is holding him to a contract he did not make.

The defendant in error seems to claim that the statute in question is a remedial statute and so not within the inhibition of the constitution against retrospective laws and cites Edelstein v. Carlile, 33 Colo. 54, but the word remedial as there used refers to statutes affecting the law of remedies as distinguished from the substantive law. The statute in question concerns substantive law. These considerations make it unnecessary to discuss the other matters mentioned in the briefs.

The decision was rendered in J. Atkinson, et al., vs. Colorado Wheat Growers Association, opinion by Mr. Justice Denison, with Mr. Justice Campbell not participating.

## GARNET WHEAT

Experiments have been made for nine years in Canada to find a wheat which would be rust resistant and resist frost so that the Canadian wheat belt might be moved farther north. This work has resulted in the development of a new type called Garnet, which holds great promise on the above two points. However, the tests have not been concluded as yet, nor is the wheat being distributed as has been reported by some of Cauada's press.

## COURSE IN ELEVATOR MANAGEMENT IN ILLINOIS

More than 100 country elevator managers and others interested in the country grain business, attended the first short course in grain elevator management, held at the College of Agriculture, University of Illinois, June 16 to 20. Special attention was given to country elevators and practices which have proved successful in the country grain trade were emphasized during the course. Similar courses have been held in only three other states. Dean H. W. Mumford was in charge of the course, which was held in the Farm Mechanics Building, Urbana, Ill. A resolution was passed by the class thanking the university for the opportunity afforded, and requesting that the course be repeated next year.

Among those who assisted in giving the instruction were Vernon Vaniman, assistant state leader of farm advisors of the university; George R. Wickner, manager, Illinois Agricultural Co-operatives Association; Dr. Lawrence J. Norton, assistant professor of economics; W. F. Callender, in charge of the division of crop and livestock estimates, U.

with Dr. C. L. Stewart when in preparation, said, "In my judgment, Dr. Stewart is trying to perform a real service to all the grain trade and should be encouraged."

As will be noted in the accompanying illustration, the course attracted a gratifying number of practical grain men to Urbana.

## WHY IS A WHEAT SURPLUS?

The volume published by the Food Research Institute, of Stanford University, on the question of whether or not a wheat surplus for export is desirable in the United States, is so complete a treatment, that rebuttal to the conclusions advanced is found in the very pages that precede them. A great many possible objections to eliminating a surplus for export are taken up and disposed of in the course of the work, but one at least is not disposed of satisfactorily.

The Institute concludes that the elimination of an exportable surplus of representative wheats, although it would tremendously decrease the volume of business and profit for elevators, railways, dealers, bankers, and exporters, is after all to be desired; and in order that a readjustment of wheat acreage may be effected, no export insurance plan (such as the McNary-Haugen Bill) should be accepted.

In turning thumbs down on this bill, the Institute is to be commended, but in accepting as a foregone conclusion that, lacking such help as this measure offers, wheat production will slide down to practically a domestic basis, we believe the Institute is assuming much.

The United States was off a domestic basis in 1924, by over 166,000,000 bushels, showing more than a 75 per cent increase over the volume exported the year before, and made that showing without the aid of any legislative doctoring. Unprecedented world conditions, phenomenal circumstances? If those are the reasons that have kept exports up, they are evidencing an unusual staying power.

There is another point worth considering twice, instead of the once which the Institute believes sufficient. It is the fact that in order to maintain the high quality and many varieties of flours that have become standard in the United States, and necessary in the markets served abroad, a wheat surplus is of first importance. The American mill buyer must have more than a domestic bushelage to choose from in order to get the cream of the grades. The general aggressiveness of American mill management is in itself an indication that,



THE CLASS IN ELEVATOR MANAGEMENT, UNIVERSITY OF ILLINOIS

S. Department of Agriculture: Philip Rothrock, supervisor of Federal Grain Inspection, St. Louis, Mo.; Dr. O. C. Stine, also of the Department; J. M. Mehl, United States Grain Futures Administration, Chicago; Dr. J. W. T. Duval, chief of the Futures Administration; Dr. C. L. Stewart, professor of economics, and Dr. W. L. Burlison, head of the Department of Agronomy, in the state university.

Secretary W. E. Culbertson of the Illinois Grain Dealers Association, who was interested in the course when originally projected and discussed it

rather than lose caste, which involves losing profits, in markets won here and abroad, by putting out poorer flours, millers in this country will go above present prices if necessary, to retain their position as choosers of wheat grades.

As has been stated, this point and others were not overlooked in the comprehensive study by the Food Research Institute. They were thought of and discounted in advance. If mistakes were made, they were errors of judgment after evidence on all sides had been carefully weighed.

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# NEWS LETTERS

## BUFFALO

ELMER M. HILL CORRESPONDENT

**G**RAIN shippers have been forced to boost their bids in order to bring out tonnage to haul their cargoes to eastern markets. A renewal of the verbal warfare between shippers and boat owners marked the closing week in June in Great Lakes shipping circles. Grain men entered a quiet market with a minimum offer and vessel owners immediately countered with a maximum demand. The former brought their figures up a notch or two early in July and the boat owners reciprocated by slightly shading their original demand and then later this month a compromise was reached which should make a great deal more tonnage available for the Great Lakes grain trade.

The battle over rates late in June and early in July followed an attempt by shippers to line up capacity for late November loading and storage at Buffalo at 3½ cents from the Head of the Lakes. Owners refused to consider such a low figure, claiming boats placed at such a rate last year lost money. Future chartering then dropped out, but re-entered the picture about a week or 10 days ago. Shippers boosted their bids to 4 cents and later offered to pay 4½ cents with the result that some tonnage was chartered at this rate.

Handy vessels have been scarce in the Lake Superior grain trade and shippers have been bidding 1% to 1½ cents for boats to load about the middle of July at Duluth and Superior. The grain movement from Lake Michigan ports to Buffalo continues very quiet. Grain is being sent forward from the Canadian Head of the Lakes faster than it is being shipped into elevators at Fort William and Port Arthur and another reduction in grain stocks at the Twin Ports is recorded early this month. Elevators at Fort William and Port Arthur are holding a large amount of grain for this time of the season despite the steady decreases that are being made in stocks. Late in June elevators at these two ports were holding close to 30,500,000 bushels. The rate from the Canadian Head of the Lakes to Buffalo has been 1½ cents.

The merger of the Hecker Cereal Company of New York and the H-O Cereal Company of Buffalo, announced several months ago by the writer, has been formally completed within the last two weeks. Executive offices of the new Hecker H-O Company have been established in Buffalo while machinery and equipment of the New York mill has been moved to the Buffalo plant in Fulton Street. The sales organizations of the two companies have been consolidated. Branch offices will be maintained in all the larger cities. The new consolidation has an established business in England, Holland, Switzerland, Estonia, Belgium, France, India, South Africa, New Zealand and several countries in South America. Its products include "H-O Oats," "Hecker's Cream Farina," "Presto Flour," buckwheat and pancake flour in addition to cattle and poultry feeds.

Construction work is going along at a rapid pace on the new \$1,000,000 grain elevator of the James Stewart Grain Corporation on the outer harbor of the Hamburg turnpike at Buffalo. The new structure will have a capacity for 1,100,000 bushels of grain with two movable marine towers. The dredging contract for the slips also has been let.

The new state-owned grain elevator at Oswego which has been under construction for a year, has been formally turned over by the builders to the New York State Department of Public Works, Bureau of Elevators and Waterways. Much grain already has been handled by the new Oswego structure from Great Lakes ships to canal boats for shipment to tidewater points, especially the Gowanus Bay Terminal at New York.

A new flour mill with a capacity of 10,000 barrels a day to cost upwards of \$3,000,000 is being planned in Buffalo by owners of the Maple Leaf Milling Company, Ltd., which now operate mills in Welland, Ont., and Port Colborne, Ont., Canada. Melbourne C. Burns, president of the Traders Feed & Grain Company of Buffalo and local representative of the Canadian mill, says several sites are under consideration in Buffalo and directors of the corporation will soon be asked to place their approval on one of the locations. It would take at least two years to construct the mill, which

would be the largest in Buffalo, except that of the Washburn-Crosby Company, Inc. The Maple Leaf Milling Company, Ltd., is contemplating the establishment of a plant in the United States because of the high freight rates charged by Dominion rail lines. The grain can be hauled in the United States, it is claimed, for \$2 a ton less than in Canada. The output of the proposed Buffalo plant would be for export purposes only.

The trial of Spence Kellogg Sons Company, Inc., the Western Elevating Association, Inc., the Great Eastern Elevator Corporation and the Buffalo Elevating Company on charges of rebating and granting special concessions to obtain business and alleged restraints of fair trade in violation of Federal laws, will be moved at the November term of United States District Court at Buffalo, it was reported. The four companies were indicted by the Federal grand jury some time ago. Pleas of not guilty have been entered by counsel for each of the defendants. Grain interests at Buffalo were awaiting with a great deal of interest the outcome of the trials because of the points of law involved in the prosecutions.

These are quiet days in the offices of grain merchants in the Chamber of Commerce. Callers are oft times told the boss is in conference when he has been slipping out the back door with a golf bag under his arm. The next day he proudly tells the score or relates how he caught some 12 inches long in his favorite stream. Vacations do not seem to conflict with business as the temperature mounts and many offices present a deserted appearance. The only men who seem to remain on the jobs these warm days are the elevator superintendents and the scopers handling boats along waterfront elevators. They get theirs in the winter.

Fire that did about \$30,000 damage to the plant of the Allen Milling Company, in 8th Street, Niagara Falls, July 8, is being investigated by the police and fire underwriters. Although spontaneous combustion is given as the cause of the blaze, Fire Chief Richard Miller believes a fire bug is responsible. Large quantities of wheat and oats were damaged in the fire. The building was a three-story frame structure. The damage is fully covered by insurance.

## MINNEAPOLIS

EDWIN O. WELDE CORRESPONDENT

**D**EMAND for wheat offerings is good and prices still show a strong tendency compared with futures. Local mills have sold a lot of flour and will buy wheat to grind immediately. The promising outlook in Spring wheat and the favorable weather, together with a lack of support and movement of nearby Winter wheat, which is expected to increase in the next few weeks, has been against the market, however.

The weather could not be more ideal for the corn crop, experts say, and the weekly report from the Van Dusen-Harrington Company states that "the weather for the last couple of weeks has been very favorable for the grain crops of the Northwest," and that "this is the first time in a number of years that there has been plenty of moisture throughout the Northwest, and no rains are required for some time."

Carl Hanton, in charge of rust prevention work through the Northwest, has resigned to go into newspaper business in Florida. Donald Fletcher, his assistant, will succeed him in the rust prevention work.

Bill Kuehn, grain and feed reporter in Minneapolis for the Government, is spending a week at his home in Springfield, Ill.

Ed. Mirick, wheat buyer for the Pillsbury Flour Mills Company, is away on his annual vacation.

Patrick Mallon, rye and Durum buyer for the Washburn-Crosby Company, is spending his vacation at Cincinnati. He expects to sever his connections with the milling industry and take up another line of work after a trip abroad.

One hundred plant pathologists from all parts of the country will make a tour of Minnesota, Iowa, and North and South Dakota, scheduled to take place from July 8 to 15. Primary purposes of the tour is to visit

the agricultural plots at Ames, Iowa; St. Paul, Minn.; Fargo, N. D.; and Brookings, S. D., where experiments in the control of cereal diseases are being conducted. The plan, among other things, is to show how black stem rust is being checked by eradication of the common barberry bush.

William F. Powers, covering grain and flour trade for the commercial freight department of the Chicago, Milwaukee & St. Paul Railway for many years here, has been promoted to commercial freight agent at Omaha, Neb.

P. J. Coleman, Minneapolis district manager of the car service division of the American Railway Association, attended the eleventh annual convention of the Northwest Grain Dealers Association at Helena, Mont.

## DENVER

T. V. KIRK CORRESPONDENT

**T**HE situation at Denver and other Colorado common point markets has not changed much during the past week. There have been scattered orders for immediate shipment and some of the mills report fairly large contracts for 30 day movement. Inquiries are being received which indicate that the buyers are beginning to feel out the mills on prices for large quantities as the market decline seems to have helped considerably in restoring confidence. The operators are receiving just about enough business to keep the mills running about 15 hours a day, which is fairly good working time for this season of the year. A few inquiries have been received for export but the prices have not been at figures that were particularly interesting to the millers.

The drouth conditions have been somewhat alleviated in the Western States and reports reach us that cattle are being driven back into certain sections that have been much benefited by the recent rains. From reliable information it is estimated from 17,000,000 to 20,000,000 bushels of wheat will be produced in Colorado this season. Oats, barley and rye have also been subjected to severe conditions of the drouth and it is estimated the production of these grains will total around 15,000,000 bushels. The hay situation is somewhat uncertain but from a careful survey it is believed the harvest will yield approximately 2,416,000 tons.

Just about the time Texas planters along the Gulf Coast had begun to think Jupiter Pluvius had forgotten how to function, and no one thought it possible to save any of the crops, rains came which will insure at least a 60 per cent normal production, according to J. A. Edson, president of the Kansas City Southern Railroad, who was in Denver recently on his way to Long Beach, Calif. "The Gulf Coast country was hit hardest of any of the Kansas City Southern territory," Mr. Edson said, "and even there the farmers are gratified that they will have any crops at all after there was every indication they could produce nothing because of the long dry spell. It's a different story over the rest of our territory, though. Everywhere else, preparations are being made to handle bumper crops of all agricultural products, and there is every indication of a really prosperous year for the farmers. And farm prosperity means prosperity for everyone."

Bruce Lampson, manager of the Colorado Wheat Growers Association, reports the first car of Colorado's 1925 wheat crop was shipped from Towner, Colo., Tuesday, June 30. The wheat, which graded No. 1 Dark Hard Winter, was raised by Louis Blinde, a member of the Association. Mr. Lampson estimates the 1925 wheat yield for Colorado will be 80 per cent of normal.

Total receipts of grain for the month of June, 1925, were 700,450 bushels as compared to 887,850 bushels for the same month a year ago. Shipments for June, 1925, were 263,950 bushels compared to 309,300 bushels in June, 1924.

The Colorado Milling & Elevator Company will hold its annual picnic July 25 at Bergen Park. This is looked forward to with interest by many as they remember the admirable host that the Colorado Milling & Elevator Company has been in the past. Many novel

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means of entertainment will be furnished by the company as well as plenty of good food.

\* \* \*

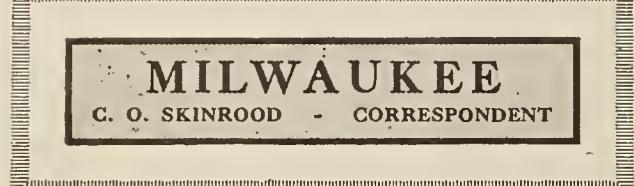
The Mosher Grain Elevator at Arriba, Colo., was totally destroyed by fire on June 9. There were 4,500 bushels of grain in the elevator. The loss was partially covered by insurance.

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H. C. Kelly, of the Nunn Farmers Co-Operative Elevator Company, Nunn, Colo., was recently in town and stated wheat in the vicinity of Nunn is very light but the quality will be good.

\* \* \*

Harry Bailey, manager of the Hadley Flour Mills, Olathe, Kan., was in Denver recently enjoying a vacation and calling on friends.



THE high light of the grain receipts at Milwaukee for the past month was the large gain in the supply of oats. The boost in receipts was no less than 700,000 bushels with a total for June, 1925, of 1,764,000 bushels. Another striking point in the monthly report on receipts is a gain of 50 per cent in the barley supply with a total of approximately 650,000 bushels in the past month. The rye supply was cut in half, the wheat receipts were increased about 50 per cent and the corn receipts went back approximately 150,000 bushels.

Taking the five leading grains as a whole the receipts for the past month were approximately 3,327,000 bushels against a supply of only 2,529,000 bushels for the corresponding month a year ago. The net gain for the month was therefore about 800,000 bushels, or an advance of more than 30 per cent. This is the most decisive gain in the Milwaukee grain receipts for several months.

\* \* \*

The outlook for large summer and fall receipts at Milwaukee is excellent, according to A. A. Breed, chief grain inspector, largely due to the fine weather which has prevailed for the filling of both wheat and oats. The weather as a rule has been rather cool and there has been a good supply of moisture so that the grain has not been rushed along too fast. Mr. Breed said that while oats were heading out short, they are filling very well, so that the outlook is for a plump, well rounded berry of good quality. Since Milwaukee draws this oats, rye and barley supply very largely, the good outlook for these crops is of prime importance to the local market, Mr. Breed asserted. At the present time the grain trade is very quiet, Mr. Breed stated. He explained that this condition prevails at all of the markets of the Northwest and Milwaukee is no exception in having a small run of grain.

\* \* \*

Ernest R. Busby, who for years has been a leading broker with offices in the Chamber of Commerce Building, died at the age of 58 at his summer home estate at Oconomowoc after an illness of several weeks.

Mr. Busby was born at Rochester, N. Y., in 1867, coming to Milwaukee in 1890. He married Elsie Chandler in 1897. He was a traveling salesman for Armour & Co. for a number of years.

With an ardent interest in all forms of sports, Mr. Busby was never too busy to attend football games and make fishing trips. At his home at Oconomowoc, Wis., and in northern Wisconsin, Mr. Busby took a keen interest in fishing. His three boys were companions on many of these trips. Mr. Busby was a member of many of the leading clubs of the city and had a very wide circle of friends and associates, all of whom will mourn his death.

\* \* \*

Milwaukee is pretty well cleaned up on grain in storage with 43,000 bushels of wheat at the opening of the month, also 175,000 bushels of corn in round numbers, 252,000 bushels of oats, 58,000 bushels of barley and 24,000 bushels of rye.

\* \* \*

Another radio station has begun to broadcast Milwaukee grain quotations—that of the Marquette University-Milwaukee Journal—known as Station WHAD. This station is powerful and reports have been heard on its successful reception from all the Pacific Coast states as well as the Atlantic Seaboard. WSOE, the other Milwaukee station broadcasting grain quotations, has also become a 500-watt station, so that the Milwaukee quotations will be available in all parts of the country.

\* \* \*

Anticipating a heavy movement of grain within the next 60 days, the Chicago, Milwaukee & St. Paul Railroad has already started to move cars into the western district, declared a local official of the Milwaukee road. The company reported that it takes from 15 to 30 days to get the cars loaded and to send them west. Hence this movement is being pushed early.

The old policy of the company was to haul long strings of empties out to the western grain fields so as to have them available as soon as grain was ready for marketing. By the new plan, grain cars are loaded

at this end and sent west, so that there will be a load both ways.

"The present distribution of cars is better than it was last year," declared E. A. Lalk, general agent of the company. "At that time the largest grain movement in the history of the company was handled without a shortage of cars. Out of every 1,000 cars owned by the western roads, 677 are on home lines now, as compared with 628 cars on home lines for the same date a year ago. Eastern roads have 21.5 per cent fewer box ears of western lines in their possession than they had last year."

Mr. Lalk also stated that the company has ordered its new grain cars to be finished first so that they can be sent out west early. Of the 6,000 new cars ordered by the Chicago, Milwaukee & St. Paul, many are grain cars.

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The money market is holding steady. The rate for advances has been fixed by the Chamber of Commerce again at 6 per cent, the same rate which has prevailed for months.

\* \* \*

A world's record for grain loading is claimed for Milwaukee in the taking on shipboard of 391,500 bushels at the Kinnickinnic Elevator in four hours and 15 minutes. The steamer loaded was the *George H. Ingalls*. The *Ingalls* began loading at 7:30 a. m. and completed the cargo at 11:45 a. m. This was an average of 92,000 bushels an hour for the entire period of loading. While the loading record was not the fastest per hour of which there is any record, it was claimed at the Milwaukee Chamber of Commerce that as applied to the quantity loaded, all previous records were outdone.

The year book of the Lake Carriers' Association reported that at Port Arthur on October 31, 1921, the steamer *Westmount* took on 355,000 bushels of grain in five hours. The Milwaukee record was far better than that. The same year book shows that at Fort William, Ont., on November 23, 1923, the steamer *William L. Brown*, loaded 130,000 bushels of wheat in 60 minutes or 2,166 bushels per minute. This hour record surpassed the *George H. Ingalls* by a wide margin as the average here was 1,533 bushels per minute. However, the total at the Milwaukee elevator is believed to have set a new record.

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Harbor interests of Milwaukee and especially grain men are much interested in the new harbor secretary of the city, as this officer will have much to do with the local navigation developments. Ernst Bruncken is expected to be the next harbor secretary as his name is first on the civil list sent to the Harbor Commission. The election will take place as soon as William George Bruce, the chairman of the Harbor Commission gets back from a long European trip.

The job of harbor secretary became vacant with the death of Herman Bleyer, well known in grain circles of Milwaukee. F. C. Reynolds, an old marine man, took the position as temporary secretary but because of his advanced age he did not take the test for the permanent appointment.

\* \* \*

At the middle of this month the Mid-West Regional Advisory board will meet in Milwaukee. The chairman of all the arrangements is J. L. Bowlus, manager of the Transportation Department of the Milwaukee Chamber of Commerce. A large number of shippers of the Middle West are expected to attend the meeting, Mr. Bowlus says, and iron out their difficulties with the railroads. Meetings will be held in the Red Room of the Pfister Hotel. At the banquet the principal speaker will be Fred W. Sargent, the newly elected president of the Chicago & Northwestern Railroad.

\* \* \*

When the blunt nosed Scandinavian steamer *Otto Sinding* came direct to Milwaukee from Omeaa, Sweden, with a cargo of Swedish pulp wood, then turned its stern on the city, it left trouble in its wake due to the claim that it had no cargo of grain available for the return trip.

The captain of the ship complained that he had come here expecting to get a return load easily. Harry A. Plumb, secretary of the Milwaukee Chamber of Commerce, declared that the captain might easily have had a grain cargo to Montreal had he been willing to accept the rates which prevail.

\* \* \*

A number of the leading Milwaukee grain men are out on long trips for their summer vacations. Hugo Teweles is in Europe on a trip which will last for several months. Ross Fyfe left for an extended trip in Alaska, which will include a journey to Skagway, to White Horse and down the Yukon River to Dawson City.

\* \* \*

An investigation of all the grain cars received at Milwaukee in five months shows that about 11 per cent are in a leaking state. Out of more than 8,000 loaded grain cars, practically 900 were found to be leaking.

\* \* \*

Early reports indicate that Wisconsin will have a very short crop of hay this year. The meadows in many cases were so poor early in the season that the farmers turned their cows in on them. It is lucky for the state however that the hay crop was exceedingly large last year and much hay was carried over. This will serve in large measure to offset the shortage for this year. In many portions of the state hay was not

more than one-half to two-thirds of a crop due to the dry weather which prevailed early in the season. The total crop, it is estimated, will be around 70 per cent of normal. Recent rains have helped the situation to some extent, however.

\* \* \*

The barley crop of Wisconsin seems to be getting more and more popular each year. The report for acreage shows that the area in this state has increased no less than 18 per cent for a single season. The northern part of the state has found that the corn crop does not do well there as a rule due to the short season and many of these farmers are specializing in barley. The crop has also grown more popular because barley has been found an excellent feed crop for hogs.



GRAIN MEN and elevator interests at Duluth were greatly interested in late developments in connection with the Grain Marketing Corporation of Chicago. The outcome has been just about what the trade on this market had looked for. A prominent operator said in that connection—"The farmers co-operative interests were given an opportunity to get into the game fully equipped with storage space to store their grain and hold it for favorable market opportunities. The cry had been that the elevators were making enormous profits out of the grain trade, and that they should be in the business for themselves. Perhaps they have found out that the business is not such a snap for operators that it had appeared to them to be, so that they may not be as anxious in the future to go into enterprises outside of their own line."

All hands here are enthusiastic over the outlook in the grain trade on this market during the new grain year. The various houses have been receiving glowing reports regarding the outlook for Spring wheat and coarse grains from over Minnesota, the Dakotas and Montana. The manager of one of the elevator companies said that out of 200 reports received by him during the last week, less than half a dozen wrote dubiously, and they were districts that they were affected by special unfavorable conditions.

\* \* \*

Walter Bleeker, of the Hoover Grain Company, is back after covering North Dakota fully. He expressed the opinion that North Dakota will come into its own again with bumper yields of Spring wheat, Durum wheat and coarse grains. With cool weather conditions, he was unable to find that black rust had made any headway and that with a short period more of present conditions the crop would be safe. The state has received all the moisture it will need up to the time of the harvest, in his opinion.

\* \* \*

Earl N. White of the White Grain Company, has returned from an inspection trip during which he covered about 450 miles of the Minnesota and North Dakota territory between the Northern Pacific and Great Northern roads. He found the Red River Valley to have been badly affected by excessive rains, some of the ground being so wet that growers were speculating regarding the probability of their being able to get upon their lands to cut their rye crops. Authorities agreed that the wheat outcome over that ground is dependent upon cool dry weather for a time. Hot muggy conditions might be expected to bring about black rust development. Mr. White was impressed with the growth of dairying in the Red River Valley. His firm has arranged to cater to the feed demands in that industry.

\* \* \*

As had been figured upon, receipts of grain at Duluth and Superior elevators during the crop year ending August 1, will exceed the 200,000,000-bushel mark by a wide margin, the aggregate up to July 7 reaching 199,079,054 bushels, as compared with 75,641,624 bushels up to the same time last year. Wheat receipts accounted for 108,984,958 bushels, against 86,011,307 bushels last year; corn, 1,451,182 bushels against 8,371,155 bushels; oats, 22,306,279 bushels, against 4,827,325 bushels; barley, 13,739,822 bushels, against 3,514,822 bushels; rye, 36,578,801 bushels against 16,318,575 bushels; and flaxseed, 16,018,612 bushels against 6,598,440 bushels last year. Dealers are looking forward to handling a larger proportionate movement of Spring wheat on this market during the coming year in view of the increased competition from eastern milling interests, and the prospective heavier production of that grain this season. Premiums extending to 27 cents over the July price were paid by millers for No. 1 Dark Northern recently, and 24 cents over for No. 2 Dark Northern.

\* \* \*

The Occident Elevator Company, the Barnum Grain Company and others with eastern milling connections have been active in the Spring wheat market during the last 10 days after a dull period for a time. In view of the inquiry being received, it is expected that remaining stocks of that grain in the elevators will be cleaned. Recently Spring wheat holders have been able to sell it to better advantage for Buffalo shipment.

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than to make deliveries under July contracts. The quotation committee on this market now regard the Spring wheat futures as being well established, the sheets showing that hedging operations in them have been on a substantial scale for the season during the last several weeks. From the way wheat and coarse grains have been moving into this market from the West lately, commission and elevator men are of the opinion that last season's crops of all grain were greatly underestimated.

\* \* \*

Grain interests here are preparing well ahead of time to handle the expected heavy run of grain on this market during the fall months. Plans for it will be formulated at the annual meeting of the Northwest Regional Advisory Board to be held here on July 21. Traffic experts from the leading railroads, commercial houses and civic organizations are scheduled to attend the one day gathering. Lee Kumepf of Minneapolis, secretary of the board, is in charge of the arrangements.

\* \* \*

Watson S. Moore of the Moore Grain Company is spending the summer season at Duluth, having arrived from his New York headquarters last week. He has expressed himself hopefully regarding the outlook for export trade in wheat and coarse grain during the fall and winter months. He noted that Canadian shippers have been largely pre-empting that business during the last few weeks, but he found an improving foreign demand for Durum wheat recently. The trade is gratified, he said, over the inquiry for southwest wheat that is now developing. A good movement is being banked upon to come about shortly.

\* \* \*

Interest was afforded members of the Duluth Board of Trade recently through two social happenings. Ralph McCarthy of Capitol Elevator Company was accorded a hearty reception on his return from his wedding trip, during which he ran through England, Ireland and Scotland and parts of France and Italy.

\* \* \*

Walter Stanger, treasurer of the Itasca Elevator Company, was given a touch of "high life" prior to his marriage last week. On his appearance on the trading floor, the morning before, he was promptly seized and decorated with a cowbell, suspended around his neck by a logging chain, and at the same time his office in the building was gaily festooned and decorated for the occasion. The near-benedict was finally obliged to enlist the services of a locksmith to release him from his cowbell and logging chain appendages.

\* \* \*

R. A. Bissonnette, assistant secretary of the Capitol Elevator Company, is back at business after a six weeks' absence during which he underwent an operation for the removal of an internal goiter at the Mayo Hospital at Rochester, Minn. His friends congratulated him upon his having made a complete recovery after the operation.

\* \* \*

Joseph F. McCarthy has been elected official daily market closer, taking the place of "Ray" Newell, who desired to retire after having served a long term on the job with satisfaction to the crowd of traders. His successor is credited with having made a good start in his post in spite of efforts of the pit crowd to rattle him.

\* \* \*

Percy H. Ginder, secretary of the Barnes-Ames Company, is credited with having assumed leadership in the Durum wheat market during the last two weeks. Support initiated by him was largely responsible for quotations in that grain having been lifted up at its weak stages from day to day during the last two weeks. Durum supplies on this market have been so nearly cleaned up that operations in the July future became difficult.

\* \* \*

Elevator interests here are making progress in emptying out their houses, and with the exception of possibly oats it is expected that supplies remaining on hand will be down to a minimum before the new season's crops begin to move forward to the terminal markets.

\* \* \*

Holders of grain in the elevators here have been able to get it forward to the East at much lower lake freight costs than have prevailed in several seasons back. Considerable space was taken at 1½ cents a bushel for wheat for Buffalo delivery during the last month, but recently vesselmen have been able to obtain from 1¼ to 1¾ cents. In view of the movement of iron ore down the lakes being below expectations, boat space is expected to remain at a discount during the fall season, and much lower figures than last year are looked for.

\* \* \*

Officials of the Minnesota State Grain Inspection Department at Duluth are preparing to make new high records during the new crop year in their gradings of samples as they appear from day to day. A large inspection force will be maintained during the fall rush and every effort will be made to avoid delays, the aim being to furnish grades of cars as far as possible in time to enable their being handled on the market on the day that they appear on track. In response to the milling demand, special facilities will be given to protein tests. High premiums were made by millers on this market during the last season for Spring wheat running high in protein.

**CINCINNATI**  
HARRY A. KENNY - CORRESPONDENT

**A**CTIVITY of corn was the outstanding feature of the grain and hay market in this district the past month. Demand for other grains was light and lack of receipts prevented expansion in the hay situation. However, with hay prices becoming attractive, receipts are expected to increase. Receipts of grain and hay here for the first half of this year were below the average for the same period in 1924. The feed business is good and receipts for the first six months of 1925 increased 48 cars over the same period last year. When the movement of new wheat to this market gets under way, it is expected that business in general will reflect a more encouraging aspect.

\* \* \*

Frank L. Watkins has resigned as president of the Cincinnati Grain and Hay Exchange, because the Cleveland Grain & Milling Company which he has been connected with in this district for a number of years has transferred him to Mansfield, Ohio, where the company operates a large elevator. Mr. Watkins was serving his second term as president and had been a member of the Board of Directors for the past five years. He rendered notable service to the local grain and hay interests and his leaving is a matter of general regret to every member of the Exchange. Mr. Watkins expects to be a visitor in

pride for him to be able to leave here with the knowledge that the organization was on a sound basis both financially and ethically.

\* \* \*

Fred M. Winkler for many years in charge of the hay department of the Mutual Commission Company has resigned and departed for Florida, where he will engage in the real estate business. The local trade regrets the departure of Mr. Winkler as he had been one of the outstanding figures in the local hay trade for a good many years.

\* \* \*

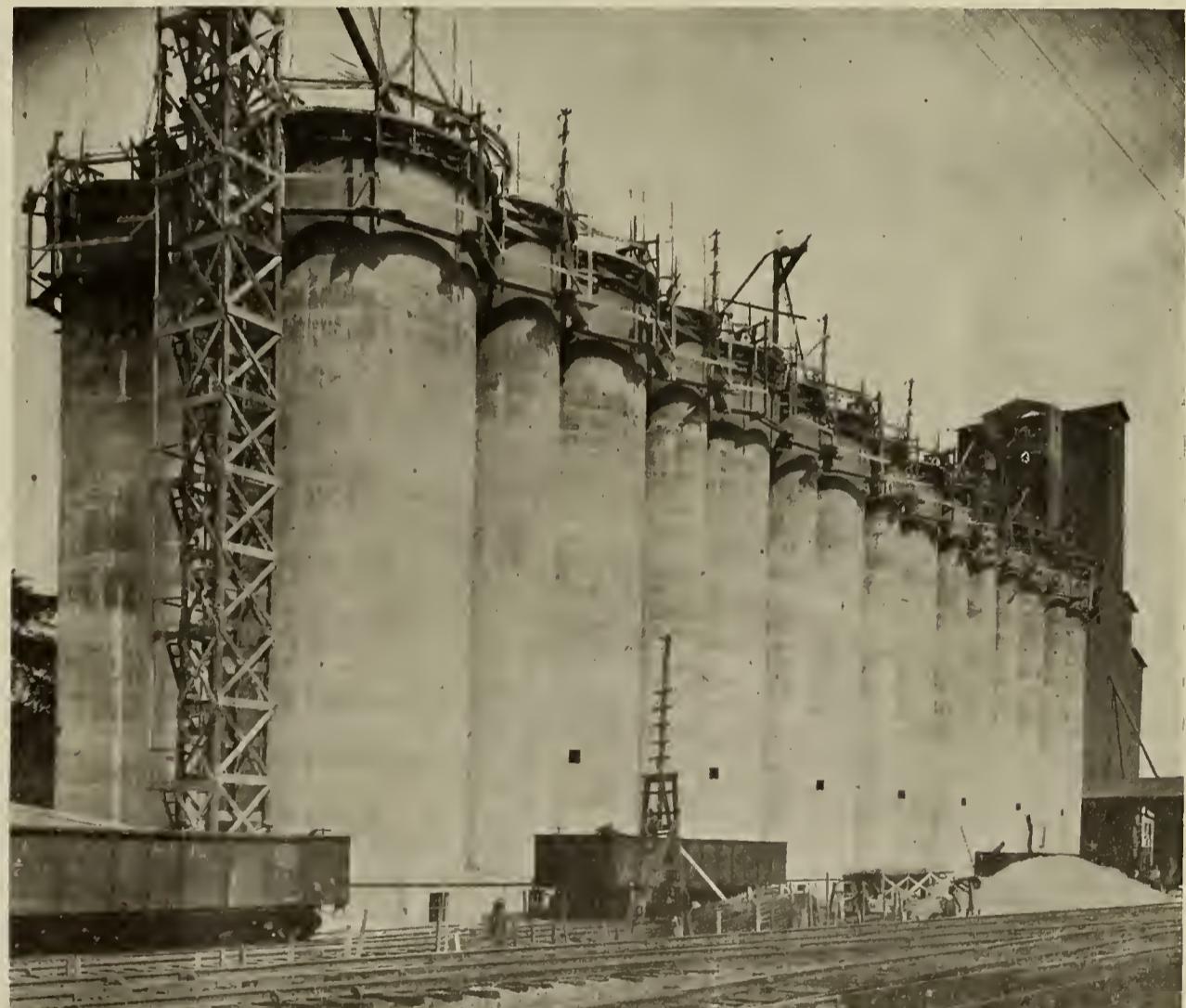
John A. Ferger has retired from the grain and hay firm of Ferger Bros., which was founded about two years ago, by him and his brother August. Mr. Ferger is contemplating embarking in the hay business for himself.

\* \* \*

Frank R. Maguire, grain and hay merchant, has returned from a vacation in the woods of northern Michigan. E. B. Terrill, vice-president of the Early & Daniel Company, and his family are enjoying a month's vacation at one of the sea resorts.

\* \* \*

Impetus has been given to Cincinnati's position as the Soft wheat distributing center for the South by the announcement that the Indiana Wheat Growers Association has arranged with the Early & Daniel Company, receivers and shippers of grain and hay, for the storage of 800,000 bushels of wheat every six months in the company's new 1,000,000-bushel elevator under construction in North Fairmount. H. Lee Early, president of the company, explained that the arrangement with the Indiana Wheat Growers Association does not mean that the members of the Association would continually keep 800,000 bushels of wheat in the elevator. Mr. Early said that the



NEW EARLY & DANIEL ELEVATOR, CINCINNATI, OHIO

Cincinnati from time to time when he has occasion to look after the interests of his company, which will continue to maintain an office here with Walter O'Connell in charge.

A. M. Braun has been elected Mr. Watkins' successor, while Robert L. Early of the Early & Daniel Company has been elevated to the office of first vice-president vacated by the new president.

A testimonial dinner was tendered Mr. Watkins June 30 by the Exchange. Fred B. Edmonds of the Cincinnati Union Stock Yards acted as toastmaster, while Frank F. Collins, patriarch of the local grain and hay trade, presented Mr. Watkins with a traveling bag on behalf of the membership. Mr. Collins sketched Mr. Watkins' activities in the market during the past 12 years and called attention to his untiring efforts for the good of the trade and organization.

Mr. Watkins responded, expressing appreciation for the demonstration and assuring the members that he would continue to be a booster for Cincinnati and said that it had been a pleasure for him to serve the organization and that it was a matter of

arrangement with the Indiana Wheat Growers Association afforded the grain trade of Cincinnati the opportunity to control the distribution of Soft wheat to the South because virtually all stocks of wheat controlled by the association would pass through the Cincinnati terminals.

The elevator will be the only public grain elevator in Cincinnati and when completed within 30 days will be the largest of its kind in this section of the country. The project will cost \$250,000. The elevator will be operated under the Federal warehouse system. It is 265 feet long, 128 feet high and contains 55 bins each equipped with a Zeleny thermometer system.

The elevator is being built by a Missouri construction concern, and will be thoroughly modern in every respect. It will not only have the latest protective features, to guard against the fire and dust hazards, but will also have all the most up-to-date mechanical devices, assuring maximum operating efficiency. Plans were very carefully prepared by experts in engineering.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Fourth Year

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

**L**OCALE elevators will start getting busy now with new wheat movement, although at the present prices it is a question as to whether millers will buy and store wheat as freely as last year, when demand for elevator space was much greater than supply. This season there is less elevator space available than there was a year ago, due to the old Wathen plant being out of the available list, since being partly wrecked while loaded with wheat last year.

Wheat movement is slow due to rain over the threshing period, and very little wheat is coming in so far. One mill reported 35,000 bushels arrived, out of 125,000 purchased. Wheat is of the finest quality ever seen here, practically all deliveries grading No. 1, and being unusually free of onion. Kentucky has a good crop of 6 to 6½ million bushels, moisture content being below 13½, and yield running 20 to 30 bushels to the acre. Country mills and elevators will take up a good deal of the new wheat, not leaving any great amount to move to the larger mills. Prices started at \$1.60 for No. 2, but were later reduced to \$1.55 and are expected to drop to around \$1.45 after mills get early supplies in hand, and quit bidding up prices on wheat to get started on. St. Louis was offering wheat at \$1.50 when Louisville was paying \$1.60 for wagon or rail wheat, which resulted in the price being dropped here, St. Louis advancing at about the same time.

General business about Louisville has been quiet due to high and uncertainty, along with very fair grass out in the state, and light feeding demand. No large amounts of grain have been carried here, and the general storage business has been quiet.

\* \* \*

Garnett Zorn, head of S. Zorn & Co., was recently active in a \$95,000 realty deal, in which he purchased the 15-acre estate of J. C. Fedler, known as the Pines, on the Lexington Road, east of Louisville, trading a fine home on Fourth Street in the deal. It is understood that he plans to convert the property into a subdivision.

\* \* \*

Fire losses in Kentucky mills and elevators over the past few weeks have been heavy, and indicate that the trade will have to be even more vigilant in order to reduce losses, and prevent increased fire insurance rates. At least six fairly large plants have been burned since the first of the year, and a number of small ones.

\* \* \*

George E. Hays, head of the Louisville Seed Company, and also interested in the grain business, on July 4, won the flag day tournament at the Audubon Country Club, and with it a very handsome all leather golf bag, his ninety eighth stroke carrying him to the nineteenth green.

\* \* \*

Harry A. Volz, of the grain house of S. Zorn & Co., who has been a member of the City Council for some years, has lost office as a result of a decision of the Court of Appeals, which threw out the 1923 local election, which it was decided was not legally held.

\* \* \*

S. Zorn & Co., for a number of years operating in the Todd Building, Louisville, have recently moved their offices to their elevator plant, operated as the Goldproof Milling Company, at 1328 South 14th Street.

\* \* \*

F. C. Dickson, of the Kentucky Public Elevator Company, reported that business was dull, only about two cars of wheat having come in for storage, and the company has only about 150,000 bushels of grain in the plant.

\* \* \*

Henry Fruechtenicht, operating a string of local elevators, along with feed and grain houses, reported that business was slow, but with fair prospects. He stated that he had been offered some new No. 1 Timothy hay out of Indiana, at \$21 a ton, but that no new hay had been received in the local market so far.

\* \* \*

Corn prices have rallied with an advance of three cents a bushel, No. 2 White now being \$1.15 a bushel; Mixed, \$1.14 and Yellow, \$1.16. Oats are firm at 51 cents for No. 1, and 50 for No. 2, some houses quoting a half cent higher. No. 3 corn is quoted at 1 cent under No. 2.

\* \* \*

Millfeed has not been in very strong demand, brown shorts being offered at \$31 to 32 a ton, gray, \$33 to \$34; bran, \$30; mixed feed, \$31; red dog, \$42, hominy feed meal, \$39 to \$40. Hominy feed is reported moving very slowly and prices can be shaded a trifle.

\* \* \*

Fire at Murray, Ky., at 10 o'clock the night of July 6, destroyed the A. L. Rhodes flour mills and elevator plant, loss being \$30,000 with insurance of \$7,500. The

plant was recently purchased by Mr. Rhodes, who was repairing it and getting ready for new wheat, 100 bushels having been received. He was overcome by heat in the afternoon and taken home, where he was under care of physicians when the fire was discovered.

\* \* \*

The grain, feed and grocery concern of Bucy Bros., Mifflin, Ky., recently made an assignment for benefit of creditors, liabilities being \$9,000 and assets, \$10,500. J. E. Owen is assignee.

\* \* \*

Grain shippers along the Ohio River are much interested in reports from Washington to the effect that the Government is considering extension of the Mississippi River barge lines to include the Ohio River, which would give excellent transportation service on grain, flour, etc.

\* \* \*

S. T. Ballard, of the Ballard & Ballard Company, Louisville, will leave this month with Mrs. Ballard for an extended trip to Europe.

\* \* \*

Hay prices are fairly firm at \$20 to \$22 for No. 2 Timothy, No. 1 being \$23; No. 1 Clover, \$21; No. 2, \$18 to \$19; No. 1 Mixed, \$21; No. 2, \$19; wheat and oat straw, \$11; rye straw, \$14. Not much new wheat straw has been offered, and prices are firm.

## KANSAS CITY

B. S. BROWN - CORRESPONDENT

**O**N JUNE 30, the Missouri, Kansas & Texas Railroad announced that, effective on that date, the company would absorb switching charges. The Missouri Pacific and the Union Pacific lines had already eliminated such charges in shipping here.

The Kansas City Southern and the Frisco roads have announced that they will also absorb switching charges, effective on July 16. Many more of the local roads are expected to eliminate these charges in the near future, and the action will result in the saving of hundreds of thousands of dollars to local shippers.

But, the order applies not to the shipment of grain. Every class of shipping, except grain, will be favorably affected by the announcements, however.

\* \* \*

Edmund M. Marshall, 22 years of age, was recently admitted to membership in the Kansas City Board of Trade. He is said to be the youngest member on the local board. Mr. Marshall purchased the membership of F. W. Hippel for a reputed price of \$9,500. The youngest trader is a son of W. H. Marshall of the Marshall Commission Company, whose offices are at 547 Board of Trade Building.

\* \* \*

W. B. Dalton, chief inspector of the Kansas Grain Inspection Department, spent the first few days in July in a business trip to various points within his domain in the state. He returned to this city on July 8.

\* \* \*

The second round of the Kansas City Millers' Golf Tournament is to be played off on Saturday, July 11. The first round of the tournament, the qualifying round, was played last month, when all but eight players were eliminated.

On July 11, the eight qualified players will play another game in which half of their number will be eliminated for future games. The eight players have been matched in two four-somes as follows:

First: A. B. T. Dunn, George Hoyland, Carl Watkins and Ed. Long; Second: Al. Collins, C. V. Topping, Bill Nye and Clem Beckenbach.

The tournament is being played by men from all branches of the milling business, grain men, flour men and feed men, and prizes are being offered for individual efforts at each session of the tournament. Bill Duerr and Clem Beckenbach are the committee in charge of the golf tournament.

\* \* \*

J. J. Hiddleston, assistant secretary-treasurer of the Kansas Flour Mills Company, who has been associated with grain interests as a buyer for the past 43 years, announced his retirement from active business during the month of June. He had been in charge of the grain buying department of the Kansas Flour Mills Company in Kansas City since the company's organization in 1912.

Mr. Hiddleston, who is 68 years old, began his extensive experience in the grain business at Eudora, Kan., in 1882. After 10 years in that little town, which is only a few miles from Kansas City, he came here, 1892, and bought a membership in the local Board of Trade for the small sum of \$125. He associated himself with A. McKenzie, who is still a member of the Board and is vice-president of the Raw Grain & Elevator Company.

Mr. Hiddleston was later with the Moore Grain & Elevator Company for a short time and shortly after went to Minneapolis, where he took charge of the grain elevator of the Great Northern Railroad at

Minneapolis and Duluth, Minn. Five years later, he became associated with Moses Brothers at Great Bend, Kan., where he remained until 1912, when the Kansas Flour Mills Company was organized and he returned to Kansas City to take charge of the grain buying department of that company.

The present grain clearing house on the local Board of Trade is said to have been fathered by Mr. Hiddleston in 1899, and he was the first president of the Grain Clearing Company.

\* \* \*

A meeting of several hay men was held in the headquarters office of the Kansas Grain Inspection Department, Board of Trade Building, on July 7. The meeting was called by the Kansas inspectors at the request of some of the local hay dealers, with a view to establishing the local use of Federal hay grading standards. The results of the meeting have not been announced, although it is said that there has been some agitation for the adoption of Federal grading standards in the local market.

\* \* \*

The Kansas City Flour and Feed Club has been more or less inactive during the recent hot weather, but it plans to have one of its regular meetings soon. Evidently, the fact that their president, Frank M. Cole, was recently elected to the exalted position of president of the National Federated Flour Clubs at its convention in Baltimore, has spurred the local body to new action. However, they are still waiting for a cool evening, and it seems impossible to anticipate one far enough ahead to call the meeting.

\* \* \*

Construction is said to have been begun on the new elevator being built for the Chicago & Alton Railroad here. The work is to be rushed on the first unit of 1,000,000 bushels' capacity in order that the unit will be ready to receive the fall crop coming into the local market. There will be a workhouse with a capacity of 120,000 bushels, 36 storage tanks, each 18 feet in diameter and 22 interspace bins with a combined capacity of approximately 900,000 bushels. Equipment includes three 2,000-bushel hopper scales, six 36-inch belt conveyors, and the elevator legs are designed to receive approximately 80 cars per day and to ship a like amount simultaneously. Horner & Wyatt, engineers on the project, are making every effort to have the work on the building finished in minimum schedule time, so as to allow for the installation of equipment necessary to the operation of the elevator this season.

\* \* \*

The grain business in this vicinity has been rather quiet in all its branches during the greater part of the last 30 days, with not many great fluctuations in prices and with demand seemingly low in nearly all grains. Although there have been daily fluctuations in the price of wheat, there appears to be no enormous difference in the conditions of that market this month over last.

\* \* \*

The addition to the Board of Trade Building in Kansas City being built upon the roof of that building for the use of the laboratories of the grain inspection departments of both Kansas and Missouri, is now nearly finished. The Kansas laboratory equipment is now being installed in the room allotted to that state's inspection department, and will probably be in full operation by the fifteenth of July, according to Mr. Fink, assistant to Chief Inspector Dalton. The Missouri room of the laboratory building has not been completed, although it will be ready very soon.

The new Kansas laboratory is being elaborately equipped with new instruments and other furnishings, and will soon be operating upon a thoroughly modern basis. The lab is now being operated partially, but the installations are yet incomplete and several days will be required to put them in order.

## NEW YORK

C. K. TRAFTON - CORRESPONDENT

**A** DEVELOPMENT of great general interest and one which was of decided importance not only to members of the New York Produce Exchange, but also to members of all other exchanges, was found in the decision handed down by Supreme Court Justice Edward R. Finch, which represented the unanimous decision for the Appellate division, upholding the right of the New York Produce Exchange to regulate its membership. The opinion was in a decision dismissing a judgment against the Exchange obtained on trial by Charles F. Garrigues Company. In substance the opinion was that the Exchange could not be compelled to issue a certificate of membership to a present member of the Exchange as a representative of the Garrigues Company. The opinion showed that there was no authority in the charter or by-laws of the Exchange for issuing more than one certificate to a member, but on the contrary it would be in violation of the same since the by-laws provided that each member shall be entitled to receive a certificate of membership which certificate

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is subject to assessment for gratuity purposes and membership entitles the family of a deceased member to a fund called a gratuity fund.

\* \* \*

Henry J. Dahl, who was with the Bunge North American Grain Company for five years as a representative on the New York Produce Exchange, has severed that connection to become a partner in the firm of Guild & Co., grain brokers.

\* \* \*

Wm. C. Mott, who was one of the chief representatives on 'Change of the Grain Growers Export Company, Inc., since the New York office of Nye & Jenks Grain Company, of which he was manager, was closed, sailed late in June for Europe. On his return in August he will open an office here for the firm of Smith, Murphy Company, Inc., which is a New York corporation and of which Mr. Mott is secretary and treasurer. His principal assistant and representative on 'Change is J. C. Friedrich who recently resigned from the firm of J. W. H. Hamilton, Inc. Mr. Friedrich, who has been 12 years in the trade, was associated with Mr. Mott when he conducted the Nye & Jenks office here and previous to that was associated with Wm. Beatty and Julius Barnes.

\* \* \*

Wm. Riemenschneider, head of the firm of Wm. Riemenschneider & Co., exporters, and an esteemed member of the grain trade on the N. Y. Produce Exchange, has gone to Europe for a well deserved rest for three months.

\* \* \*

C. C. Rubins, for many years a broker in the grain market on the N. Y. Produce Exchange, was welcomed back on 'Change late in June after a successful operation which compelled his absence for six weeks.

\* \* \*

Walter V. Peterkin has been elected a member of the New York Produce Exchange where he will represent the James Stewart Grain Corporation which is affiliated with the Saskatchewan Co-operative Elevator Company, otherwise spoken of as the "Saskatchewan Grain Pool." George Bingham, who represented the same corporation in Vancouver, returned to the New York Produce Exchange late in June, having closed up his affairs in Vancouver as business out of that port has become practically valueless largely because of the poor crop in Alberta. In fine, noteworthy business in that port is practically impossible in case the Alberta crop is short as only full cargoes can be shipped out of there and this would be impossible of achievement in the case of grain coming from further east than Alberta on account of rail freights. Subsequently, Mr. Bingham resigned his membership in the New York Produce Exchange, having gone back to London to represent the Saskatchewan concern.

\* \* \*

John Bustean, a member of the Chicago Grain Trade, was visiting friends in the local market late in June while on his way to Europe.

\* \* \*

John Magnus, a wheat trader in the Chicago market, was calling on friends in the New York Produce Exchange previous to departure on a trip to South America with his wife.

\* \* \*

J. B. Ziegler and M. Meeklenberg, Chicago grain traders, were callers in the local market late in June prior to leaving for Europe.

\* \* \*

Frank Murphy, who is connected with the Chicago office of Stein, Alstrin & Co., was seen in the local grain market late in June.

\* \* \*

Frank W. Losee, an officer in the Melady Grain Company, exporters, has been absent from his post on 'Change, owing to serious stomach trouble, for about a month. He has been recuperating in Maine and is practically fit to return to business.

\* \* \*

There is a decidedly interesting state of affairs in the huckwheat trade. According to information furnished by Franklin Lewi, who is recognized as one of the leading authorities in the buckwheat market, there is a decidedly strong situation because there has been a fairly active domestic and export demand which brought about a rapid reduction in stocks during the past six months. On January 1, for instance, there was a stock in this market of 673,918 bushels and this had dwindled to only 57,693 bushels by July 1. Supplies are now concentrated in strong hands and, therefore, it is probable that the export trade will continue small in volume unless exporters secure higher bids from Europe.

\* \* \*

Gerald F. Earle, of Earle & Stoddart, Inc., grain exporters, is spending the summer with his relations and friends in Europe.

\* \* \*

B. H. Wundre, of the Harry E. White Company, flour receivers, and vice-president of the New York Produce Exchange was back on 'Change early in July after a three weeks' trip through the Spring wheat territory. After traveling over a wide area he was convinced that the prospect was bright for a fine crop, as it had headed out two weeks earlier than last year.

\* \* \*

Members of the grain trade in this market were by no means surprised to learn that the Grain Marketing Company would be dissolved or undergo a drastic reorganization. As a matter of fact, traders were skep-

tical from the very beginning as to the permanency of William M. Jardine, Secretary of Agriculture; Herbert Hoover, Secretary of Commerce; Governor Pinchot of Pennsylvania; Frank O. Lowden, former governor of Illinois; O. H. Larsen, head of the Department of Agricultural Economics, Royal College of Denmark; Soren Sorenson, of Washington, agricultural advisor to the Danish Government; Dr. Clyde L. King, secretary of the State of Pennsylvania; William G. Marvin of New York, advisory counsel on foreign laws, Department of Commerce, and scores of other governmental bureau chiefs, heads of co-operative societies and others interested in the movement.

\* \* \*

Robert McDougal, once a member of the New York Produce Exchange, but afterwards president of the Chicago Board of Trade, was calling on old friends and associates in the local market late last month.

\* \* \*

Paul Picard, one of the chief managers of the "Customers Room" in the office of Jackson Bros. & Co., in the Chicago Board of Trade, was spending several days with friends in the local market early in July.

\* \* \*

Frederick D. Oeschmann, a representative of the Bunge North American Grain Corporation, has been elected a member of the New York Produce Exchange.

\* \* \*

Edgar F. Richards, formerly of the Commercial Union of America, exporters, has recently become connected with the firm of Jackson Bros. & Co., and will act as one of their representatives on 'Change.

\* \* \*

Charles M. Kennedy, of Charles Kennedy & Co., grain merchants of Buffalo, is an applicant for membership in the New York Produce Exchange.

\* \* \*

H. DeWitt Irwin, of Barnes, Irwin & Co., grain exporters, has been made a member of the special committee of the Port of Philadelphia Ocean Traffic Bureau, which is to take up the question of railroad differentials insofar as they affect shipments through the port. He was appointed by George F. Sproule, director of the Department of Wharves, Docks and Ferries. C. Herbert Bell, of the Quaker City Flour Mills, has been named chairman of a similar committee which has been appointed by Hubert J. Horan, president of the Commercial Exchange. Other members of this latter committee include Charles I. Rini, of the Parker Commission Company; David H. White, of the Hancock Grain Company, and Filson Graff.

\* \* \*

William P. Brazer, former head of the grain and feed firm bearing his name, is now on the Pacific Coast enjoying a well earned vacation. He recently retired from active business, being succeeded by Howard Brazer, a son.

\* \* \*

A. Ernest Brecht, one of the oldest flour commission merchants in this city and interested in several mills throughout the country, died at his home here in the latter part of June. He was 74 years old, and had been engaged in the wholesale flour business here for almost 60 years. He had been a member of the Commercial Exchange since 1883.

\* \* \*

C. W. Behrends, who for many years was connected with the Philadelphia Malt Extract Company, is said to have recently severed his connection with the firm.

\* \* \*

Certificates of membership in the Commercial Exchange in the names of John Lynch, Arbuckle-Gordon Company, John J. Buckley, Inc., and the Walters Milling Company, will be sold at public auction on the Exchange floor on July 22.

## PHILADELPHIA. WM. A. LOCKYER CORRESPONDENT

**B**Y TAKING over the elevator of the Keystone Elevator & Warehouse Company at Park Avenue and Clearfield Street, this city, the Pennsylvania Railroad has greatly augmented its facilities for the handling of grain on the Philadelphia Terminal Division. This elevator, which handled over 2,000,000 bushels of grain in 1924, is within close proximity of the North Philadelphia Freight Station. It has a storage capacity of 300,000 bushels of grain; a receiving capacity of 75 cars per 10-hour period, and a delivering capacity of 100,000 bushels every 10 hours.

The Keystone Elevator had been operated for years by L. F. Miller & Sons, grain and feed dealers, of which firm Harvey C. Miller was the president. The latter also served as head of the Keystone Elevator & Warehouse Company. The Miller company, which has long been engaged in the grain and feed activities of the city and is well known throughout the country, is understood to be gradually retiring from this field. Transfer of the elevator to the Pennsylvania Railroad for operation follows closely the announcement that William H. Hobson, who for many years had been in charge of the hay and straw department of this firm, had taken over this branch of the business for operation under his own name. The Keystone Elevator is equipped with the latest improved type of grain drying, cooling and cleaning apparatus.

This addition will give the Pennsylvania Railroad two elevators at Philadelphia, the most important of course being the one located at Girard Point at the confluence of the Schuylkill and Delaware Rivers.

\* \* \*

Public warehouse stocks of flour and grain in Philadelphia on July 1, included 101,339 barrels of flour; 1,098,067 bushels of wheat; 148,561 bushels of corn; 183,791 bushels of oats; 21,810 bushels of rye, and 75,884 bushels of barley. The same date a year ago these stocks included 111,332 barrels of flour; 759,888 bushels of wheat; 46,217 bushels of corn; 46,728 bushels of oats, and 125,192 bushels of rye.

The movement of flour and grain through the Port of Philadelphia during the six months January 1 to June 30, statistics concerning which have been compiled by the Commercial Exchange, was as follows:

	Receipts	Exports
1925	1924	1925
Flour, blhs.,	1,170,368	1,154,018
Wheat, bus.,	20,188,113	15,046,517
Corn, bus.,	424,773	2,291,983
Oats, bus.,	3,393,118	914,941
Rye, bus.,	1,174,398	859,114
Barley, bus.,	524,654	121,483
		531,118
		116,245

\* \* \*

Educators, agricultural and economic experts and many other widely known public men will comprise the faculty of the American Institute of Co-operation which will begin its first summer session on July 20 at the University of Pennsylvania in this city and continue for two weeks. The lectures will take up every phase of the co-operative movement, its economic principles and legal structure, problems of organization and membership, operation and management, as well as sales policies and prices. They will address representatives from all the leading co-operative association in this country, among them being 11 national grain, dairy and fruit unions and many state organizations. Among those who will lecture are

## INDIANAPOLIS. H. M. RUDEAUX CORRESPONDENT

**W**ITH the arrival of new wheat and the decided change in crop conditions since the middle of June, things about the Board of Trade have taken on new life, and a better feeling prevails among the grain men. Corn is now in excellent condition, in fact it is free of weeds, and a good deal cleaner than has been witnessed in years, and all indications at this time point to a bumper crop. Oats have a great reversal of form, and prospects are for a fair crop, though it was thought the whole crop was ruined by the drought. Hay also stricken by the lack of rain, is much improved, and second crops should be fairly normal.

\* \* \*

The present arrivals of new wheat are from the southern and southwestern part of the state, along the I. & V. and Illinois Central railroads. The quality is good, but the yield, while not up to normal, is far better than was expected, in fact it is somewhat of a surprise. In some sections spotted conditions exist, and in the south and central southern part some fields did not head, which condition was brought about by the late freeze; although in these cases there is an abundance of straw.

Chas. B. Riley, secretary of the Indiana Grain Dealers Association, reports threshing in progress in the southern part of the state, and the yield about 65 per cent below the 10 year average. Oats will in all probability be about 60 to 65 per cent below the 10 year average, and he believes that corn, if it finishes right, will make an excellent crop.

\* \* \*

The Central "C" Elevator operated by the National Elevator Company is undergoing some extensive repairs, according to Harry Berry, and getting in shape to handle the wheat crop.

\* \* \*

The Indiana and Illinois grain dealers entertained its members at a fish fry at Covington, Ind., on July 7, and according to reports those who attended had a very enjoyable time. There was plenty of fish, fried spring chicken and everything in season, in fact according to Bert Boyd who played the role of the "Sheik" it was likened to the feast of Belshazzar, but he added that he was positive there were as many different kinds of wine at old Belshazzar's feast as he had

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fingers and toes, and the wine was the only thing lacking. Mrs. Boyd, however, was not present and this accounts for Bert's behavior. Guests from Indianapolis included Ed Shepperd, Lew Hill, William Hayward and Charles Rouse. There was dancing, swimming and horse-shoes, and some of Mr. Boyd's slight-of-hand performances.

The Cleveland Grain Company is making some extensive repairs at Elevator "B," in fact a general going over.

The feed business is improving, which is rather unusual for this time of the year, and while one can hardly boast of conditions, things commence to look better and there are more inquiries than usual.

The Chas. A. Shotwell Company report a very good business in Kansas Hard wheat, shipped by the Kansas Co-operative Grain Company. The shipments have given excellent satisfaction. The Spring wheat shipped by the Simmons Grain Company of Minneapolis is also giving good satisfaction, Mr. Shotwell reports the quality as high grade milling wheat. The prospects for the continuation and increase of business is very encouraging.

E. H. Kinney is spending several days at Martinsville, Ind., taking a rest before the heavy movement of new wheat. A big run is expected next week, according to members of the staff, and Mr. Kinney wants to be in good shape. Business in general is good and prospects are better.

Frank Witt has been getting the bulk of the new wheat so far from the southwestern part of the state, most shipments arriving on the I. & V. and Illinois Central roads. The Indiana Farm Bureau, represented by J. P. Lackey, is having a liberal movement of wheat from the southern points of the state.

Bert Boyd, who is a member of a Golf Club known as the "Soap Factory Gang," returned from the annual tournament which was held at French Lick Springs with the trophy, a very handsome silver cup. The membership of this particular club is limited to 48 and among its members we find such men as George Ade and several prominent Hoosiers.

## ST. LOUIS

J. Q. MORRISSEY CORRESPONDENT

**T**HE receipts of new Red wheat in this market during the few weeks just past have been very light and by far less than what was generally expected by the trade here. This was due to rains which have delayed threshing in Missouri. The new wheat that has been received is of very fine quality with no trace of high moisture with the probable exception of a few cars from nearby points where the wheat was threshed from the shock. Thus far there has been no wheat graded smutty but a large percentage of the wheat received has shown garlic. The garlicky wheat has been from points close to St. Louis and it is expected that later receipts when wheat begins moving from central Missouri will not show this garlic. There have been a number of cars of new Hard wheat received in St. Louis from Oklahoma and Kansas and these shipments have shown a much higher protein content than last year. The receipts of ordinary Hard wheat have been very light and there has been a good demand for this grade of wheat from local mills. Premiums on Red wheat during the week figured 8-9 cents over the July option with a fairly good demand and firm prices owing to a good demand for Soft wheat flour with the result that millers were free buyers and the light receipts helped along this firm tone. The trade for the most part does not think that these premiums will hold after the heavy movement of wheat to this market begins, particularly with the September option from 4-5 cents under the July. Soft wheat millers during the early spring suffered most from lack of business, but the southern trade now has reached a point of low stock and if the past week is any criterion on what is to follow the Soft wheat flour business will improve as the month rolls on.

The receipts of cash oats in St. Louis show less of the low grade variety but these low grades continue to sell relatively on the same basis as before. The No. 3 Whites and low grades are finding outlet through outside shipping demand and local elevator interests are not taking any quantity of oats at present. There has been a fair demand for No. 2 Whites from local feed trade but not in any large volume otherwise. There has been no change in the last month in the basis as figured on the July option with the basis ranging around two cents over the Chicago July price.

The receipts of cash corn have been very light during the past few weeks with practically no outside demand but a fair demand from local feeding and manufacturing interests. The trade does not expect

that the receipts will increase for some time owing to the farmers being very busy threshing wheat and harvesting oats. The premiums on corn at present, that is during the past week, have reached the point of the crop when Yellow corn sold at 10 cents per bushel over the option. Yellow corn is scarce and in good demand with White corn showing a fair demand and the Mixed very slow. Reports reaching here indicate that the territory around St. Louis will show a very good corn crop this year as most Missouri and Illinois territory looks promising.

Julius J. Albrecht, vice-president of the Eberle Albrecht Flour Company, has gone east with his wife for a few weeks vacation.

The application of J. F. Hall, general manager of the Marshall Hall Milling Company, has been accepted as a member of the Exchange.

The application of Lloyd W. Munkers for membership in the St. Louis Merchants Exchange has been filed. Mr. Munkers, formerly of the export department of the Hall Baker Grain Company at Kansas City, has been transferred to the St. Louis office.

Jack Love of the Uhlmann Grain Company, Kansas City, and C. V. Fisher of the Lathrop Marshall Grain Company, Kansas City, called on the St. Louis trade.

R. Alyenbernd of the Mid-West Flour & Feed Company, St. Louis, has returned from the fishing trip in Illinois.

Application has been filed with the Board of Directors of the St. Louis Merchants Exchange for the approval of the appointment of E. F. Stiefers as solicitor for the Kellogg Huff Commission Company.

Effective August 5 there will be a rate established from New Orleans to St. Louis on corn imported from Argentina. The rate will expire December 31, 1925.

Members of the St. Louis Merchants Exchange who died within the last two months numbered: Emil Summa, May 3, 1925; S. Jenks Smith, May 21, 1925; Henry G. Craft, May 25, 1925; John A. Clark, June 18, 1925; Lorenzo E. Anderson, June 22, 1925; Marshall Hall, June 26, 1925; John Mackey, July 2, 1925; James M. Gettys, July 3, 1925.

L. R. Carter of the Carter Commission Company has sailed for Europe for a year's stay in Europe and the Orient.

Coll Pardo, flour and grain importer of Havana, Cuba, was introduced to members of the Merchants Exchange by Irvin Luehrmann of the Luehrmann Grain & Milling Company.

Henry Burg of the Annan Burg Grain & Milling Company has returned to the office after a minor operation on his eye which confined him to his home for more than a week.

The St. Louis Grain Club held an outing at the St. Clair Country Club which was attended by more than 55 members. The prize in the golf tournament was won by Fred Orthwein with Charles Deibel second and Frank Wottock third.

The first car of new wheat to come to the St. Louis market was received by the Weekes Commission Company. It graded No. 2 Hard and tested 58.7 pounds, 13. moisture and 13.40 protein. It originated at Carmen, Okla., and was sold at auction to the Ralston Purina Company for \$1.71.

J. J. Lavin of the Sperry Flour Mills, Portland, Ore., was a visitor in St. Louis.

S. S. Carlisle has entered the grain business in St. Louis in connection with W. J. Edwards & Co., and has been admitted to membership in the Merchants Exchange.

J. R. Schmitt, formerly in charge of the St. Joe office of the Marshall Grain Company, has arrived in St. Louis and will be associated with the main office of the company.

George Powell of the Powell O'Rourke Grain Company will sail for Europe on July 15 to make the pilgrimage to Rome.

## GRAIN NEWS FROM BOSTON

By L. C. BREED

The Beaver Coal & Grain Company, Inc., Norwood, Mass., has been incorporated with a capital stock of \$50,000. The incorporators are as follows: Cora M. Beaver, Abner M. Beaver and Edna M. Meehan, all of Norwood.

Coarse grains rule irregular in prices, changing frequently in sympathy with western speculative markets. Feedstuffs are quiet and about steady. Little strictly top grade hay is being offered, but there is enough for

meeting the moderate demand. In New England new crop hay is short and early, being forced to harvesting by the hot weather in the early part of last month. More of it than is usually the case in this section, will be in the barns early in July. Higher prices are predicted for offerings next winter. Receipts of hay during June, 346 ears; straw, 8 cars.

John A. Schroeder Company, Boston, has been incorporated with a capital stock of \$50,000, to deal in grain. The incorporators are as follows: John A. Schroeder, Norwood, Le Roy W. Todd, Reading, and Robert W. Sawyer, Malden.

Boston seed dealers, reviewing the season, quite generally report that it proved to be better as regards trade conditions than was the case for the same period last year. There is still considerable doing, particularly for grass seed.

New England farm papers warn their readers of the shortage in the wheat crop and predict higher prices for wheat feeds. They also advise the planting of more corn for ensilage purposes.

Receipts of grain at Boston during the month of June were as follows: Wheat, 150 bushels; corn, 1,175 bushels; oats, 134,035 bushels; rye, 8,550 bushels; barley, 156,425 bushels; malt, 6,000 bushels; mill feed, 75 tons; oatmeal 1,700 cases.

Among the visitors to the Exchange during the month of June outside of New England, were the following: E. H. Dobbs, New York City; John Ashby, Liverpool, England; C. R. Shepherd, Liverpool, England; W. E. Gould, Chicago, Ill.; E. J. Thomas, Syracuse, N. Y.; W. C. Dickinson, St. Louis, Mo.; J. J. Fahey, New York City; Ralph C. Snowden, Arkansas City, Kan.; H. A. Rumsey, Chicago, Ill.; A. A. Beitz, Minneapolis, Minn.; Thomas Heath, Buffalo, N. Y.; G. F. Booth, Buffalo, N. Y.; K. L. Burns, Watertown, Wis.; J. A. Crawford, Walton, N. Y.; E. J. Johnson, Athens, Ohio.

## GRADE CHANGES

Both the Duluth Board of Trade and the Minneapolis Chamber of Commerce have made revisions of their recent rulings on grades of grain deliverable on contracts for future delivery. The Spring wheat grades, as revised by the Duluth officers are as follows:

Deliverable at premium: two cents per bushel  
No. 1 Hard Spring wheat

Deliverable at premium: one cent per bushel  
No. 1 Dark Northern Spring wheat

Deliverable at contract price:  
No. 1 Northern Spring wheat

Deliverable at discount: two cents per bushel  
No. 2 Dark Northern Spring wheat

Deliverable at discount: three cents per bushel  
No. 2 Northern Spring wheat

Note: No. 3 Dark Northern Spring wheat  
and

No. 3 Northern Spring wheat, are not deliverable under the new rule.

Effective July 1, the preceding gradings hold at Minneapolis also.

## MONTANA LABORATORY SUMMARIZES YEAR'S WORK

In briefly reviewing the facts regarding grading the 1923 wheat crop in Montana, the state's inspection laboratory says in its eleventh annual report, "Seventy-two per cent of the 1,115 samples tested graded No. 1 of their respective classes. Eight per cent graded smutty, and smut was more prevalent in Winter than in Spring wheat. Of the 313 samples of wheat which failed to grade No. 1, 41.5 per cent were low in test weight, 20.8 per cent contained a mixture of other wheats, and 19.5 per cent contained more than 2 per cent damaged kernels. No heat damage nor foreign odor was observed in any samples of wheat graded."

In addition to grain grading, the laboratory also undertakes seed testing and has a milling and baking department. A total of 4,228 samples of seed were received from 537 sources during the year. A new experimental mill was installed during the year to replace the old one, and some new apparatus was added to the baking laboratory, making possible 351 milling and baking tests during the year. The four main problems at this end of the work seem to have been study of the milling value of frost damaged wheat, study of Yellowberry wheat, study of the influence of climate on the baking quality of Hard wheat, and aging studies with both wheat and flour.

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# HAY, STRAW AND FEED

## POULTRY FEED ELEMENTS

Whether feeding for fattening, or egg production, five classes of foods are absolutely necessary in a mixed feed, if it is to give results. "Feed Poultry for Profit" is a bulletin built around this idea, with recommendations for the mixing of scratch grains and mashes. Every feed, it is maintained, should contain grain first of all, greens, animal foods, mineral matter. Fresh, clean water is a vital supplement to any feed, according to A. C. Smith, of the St. Paul, Minn., University Farm, who prepared Circular No. 20.

## HAY A PROTEIN FEED

If hay as well as feed is carried as a sideline in an elevator, the farmer's objection that protein feeds are too high priced, can be met in a very practical way.

Alfalfa hay is recognized as one of the best protein values available to feeders, and for this reason in Wisconsin alone, 100,000 more acres went into this legume crop in 1924 than the year before. Many farmer feeders, unable for some reason to convert lands to Alfalfa, are logical prospects for the dealer who has a stock of this desirable hay.

## "CHOW" PRESIDENT ABROAD

William H. Danforth, president of the Purina Mills of St. Louis, Mo., has recently returned from a Mediterranean cruise. He was accompanied by Mrs. Danforth, and by Gordon M. Philpott, of Purina's Promotion Department, who also was a member of the party. Spain was visited and also the northern African countries lying along the sea.

During his absence from the mill, President Danforth wrote interesting accounts of his travels through Seville, Gibraltar, the Alhambra at Granada, and Casablanca, to his associates and employees at home. His messages were published in *Checkerboard Chuckles*, a magazine which goes to all Purina workers, in the various Checkerboard plants where O-Molene, Cow Chow, Hen Chow, etc., are manufactured.

## 1925 FEED EXPORTS MORE THAN DOUBLE

Incorporated in the July 1 report of the Department of Commerce, on grain and grain product exports, are figures showing that U. S. feed exports are running into twice as large a volume as they did last year. During the 11 months ended with May, the value of the exports of feedingstuffs was \$35,000,000, or \$18,500,000 more than for the same period ended May, 1924.

The principal gains were: Cottonseed meal and cake, \$13,000,000; linseed meal and cake, \$4,500,000; prepared feeds, \$254,000; there was a decrease in the value of the exports of hops amounting to \$3,000,000; starch, \$500,000. The value of the exports of yeast, however, increased \$112,000.

The amount of cottonseed oilcake and oilcake meal exported during the past 11 months increased 310,000 tons over last year; the increase in the exports of linseed meal and cake was 80,000 tons; of prepared feeds, 6,000 tons.

## PASTURE PLUS FEEDS NEEDED

There is still a tendency among many feed dealers' customers to try pasture instead of feeds during the summer months. The danger and false economy of such a feeding method is shown by such facts as these: Bluegrass pasture in its prime condition contains more than 85 per cent moisture, consequently a cow eating 200 pounds of grass daily (provided she can find it), is only getting 30 pounds of dry matter, part of which is not digestible. This is hardly enough food for a good cow producing 50 pounds of 3.5 per cent milk. During the winter

months a dairyman would never think of starving his cows in this manner. Some cows lose more than 100 pounds of body weight during their first 30 days on grass when no grain or roughage is fed. The reason for this loss of body weight is the lack of sufficient feed from the pasture alone to keep up the milk flow and her body flesh.

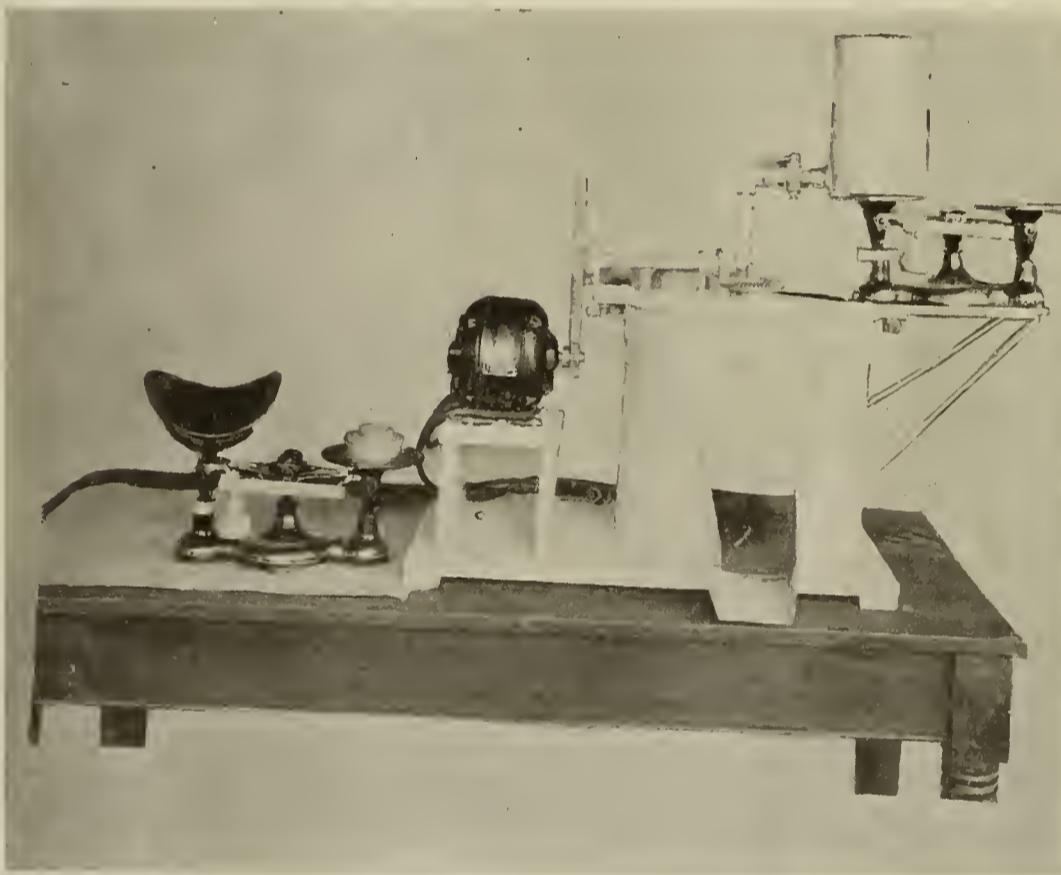
Dr. C. H. Eckles, of the University of Minnesota says: "The grass at this season is nine-tenths water, and an average sized cow giving 25 pounds of milk daily would require from 23 to 25 pounds of dry matter. To get this she would have to gather from 230 to 250 pounds of grass daily. It is impossible for the cow to gather this amount of grass daily, therefore she will have to go underfed."

The amount of grain which cows should receive with pasture depends upon the condition of the cows, the quality of pasture and the quality and quantity of milk produced. It is a mistake to think the average pasture will provide good cows

conditions no advantage is taken of the high protein content of Alfalfa hay, and it is not surprising that when thus fed its apparent value per ton has been no greater than that of Clover hay.

## A LABORATORY MIXER FOR MOLASSES FEEDS

In the manufacture of molasses mixed feeds it is absolutely necessary to have a rapid and accurate way of making samples in order to determine the appearance of the mixture before allowing the mill to proceed with the formula on a commercial or manufacturing basis. The working out and compilation of theoretical calculations, predicated on their respective chemical analyses is one thing; the mixing of the various materials with viscous blackstrap molasses is quite another. This is possible on a large manufacturing scale, as suitable machinery is provided for this work. But where small samples are to be made, it must be remem-



THE SCHWAB SAMPLE FEED MIXER

with sufficient feed for proper maintenance and a full production of milk, and since a good luxuriant pasture is rich in protein, cows on such pasture need some fattening feeds.

## ALFALFA OR CLOVER HAY

Fattening experiments carried on at the University of Wisconsin, seem to favor Alfalfa hay, when the results are summarized.

Due to the fact that considerable cottonseed meal was saved on the Alfalfa hay ration, the Alfalfa hay was worth more per ton than Clover hay. Taking Clover hay at the estimated farm price of \$15.60 a ton, good Alfalfa hay was worth \$18.84 a ton, or 20.8 per cent more than Clover. In the previous trial there was even a greater difference than this between the feeding value of Clover hay and Alfalfa hay for fattening steers. These trials show that when only enough cottonseed meal or linseed meal is fed to balance each ration, good Alfalfa hay is superior to good Clover hay, due primarily to the fact that Alfalfa hay is much richer than Clover in protein content.

This fact has been disregarded in certain experiments conducted at other experiment stations, and just as much protein-rich supplements have been fed with Alfalfa hay as with Clover hay. Under such

bered that mixing in either a laboratory or office when rubbing the molasses and dry material together by hand, gives very much better results than the mill itself is able to obtain; samples made in this manner and submitted to prospective buyers may lead to misunderstandings and rejection when actual shipment arrives at destination.

In order to overcome this difficulty and minimize the chances of submitting one thing and shipping another, it is necessary to have some suitable device capable of duplicating the work of the mill, but on a small scale.

Some 20 years ago when in the employ of a large sugar manufacturing and planting company, as supervising chemist in charge of both field and factory, George R. Schwab decided to overhaul the then present method of feeding plantation stock and introduce a more modern and scientific system, whereby the resulting returns would show not only to the advantage of the livestock but prove of economical benefit to the company.

It was necessary to economize from every angle, as the trial was more or less experimental in a way. The designing of an apparatus for incorporating molasses with roughage and ground grain was the first step, and it was here the idea was

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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conceived and carried out—wherein was introduced a machine for mixing molasses and dry material. Mr. Schwab later decided to utilize this apparatus in the manufacture of industrial sweet feeds only in a laboratory on a miniature scale.

Itemizing the various uses for which the mixer is intended, there are the following: First, for making samples as a check against the feed manufactured by the mill; second, for making samples of new feeds to be submitted to the trade; third, in research work—for compiling new formulas and duplicating samples of other mills; and fourth, for mixing new formulas of feeds preparatory to chemical test. The simplicity of construction makes it possible for any intelligent office boy to operate it.

The machine consists of a cylindrical body having paddles attached to a central shaft and geared to rotate at a speed of 180 r.p.m. A suitable opening is allowed for the discharge of the finished mixture. Two scales and weights are supplied—one for weighing dry material—the other equipped with a special cylinder for weighing molasses while mixer is in operation. A quarter horsepower motor drives the apparatus. The space necessary for operating the mixer is hardly larger than an ordinary kitchen table.

The machine is the product of George R. Schwab, care J. T. Gibbons, Inc., P. O. Box 284, New Orleans, La.

## A MULTIPLE BUSINESS

B. H. Latham of Colton, Calif., evidently believes in the old proverb "Don't put all your eggs in one basket," for he has a business of parts, going along successfully, yet with no one of the businesses totally dependent on the growth of the others. If there is a slack season for one product, such as his feeds, or for some service such as his

## GROWING CANADIAN ALFALFA

Nick Chjelte of Brooks, the world's champion Alfalfa grower, seems in a fair way to establish an Alfalfa dynasty in his family. His sons, Arthur and Carl, have just won first prizes for Alfalfa, at the annual school fair at Brooks, which has become an agricultural center in Alberta.

Chjelte had won a number of first prizes with Alfalfa in fairs in Western Canada when in 1923, he sent an entry to the International Seed Show held in Chicago in connection with the International Livestock exposition. He won second place. He tried again in 1924 and against the most expert farmers in Canada and the United States, won the world's championship.

This was the second time the Alfalfa championship had been won by a Canadian farmer.

Now Chjelte is educating his two sons to be as good Alfalfa growers as himself. He has passed along to his boys the doctrine of quality rather than quantity in farm products. He has specialized in Alfalfa and is teaching his sons to specialize in it because he regards it as one of the most profitable of farm products and one especially adapted to the soil and climate of Western Canada.

Having the interests of the Brooks farming community at heart, Chjelte has interested his neighbors' children in Alfalfa growing and has co-operated with the rural school teachers by helping them prepare the exhibits of the school children for the annual Brooks fair.

"Teach the children to be better farmers than their fathers," Chjelte says, "and they will never want to move from the country into the cities. A good farmer is a prosperous farmer and no one who is prosperous on a farm will ever want to give up his independence for wages in a city."

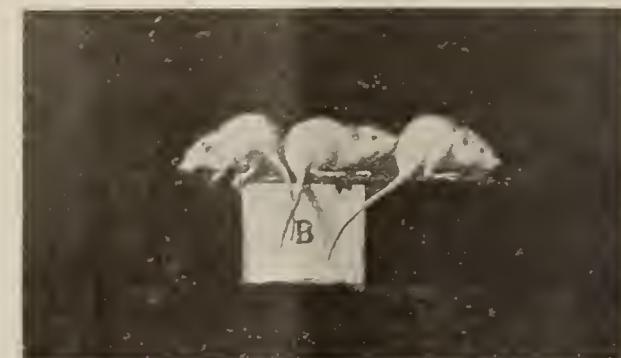
Chjelte is a Norwegian. Originally a carpenter,

the adopted standards are: In cow and dairy feeds, minimum per cent crude protein 15; crude fat 3, and maximum per cent crude fiber 15; in horse and mule feeds, minimum per cent crude protein 9; crude fat 2, and maximum per cent crude fiber 15; in hog feeds, minimum per cent crude protein 14; crude fat 3.5 and maximum per cent crude fiber 7; in laying mashes, minimum per cent crude protein 18; crude fat 3.5 and maximum per cent crude fiber 7.

## RATS USED FOR FEED TESTS

So much up-to-date feed test literature is daily going through the mails, direct to the feeder on the farm and in the home, that feed sellers are finding it necessary to keep well posted on balanced ration test methods in order to know at least as much about the subject as their customers.

One of the principal test mediums used in feed



RATS WHICH WERE PUT ON DIET OF TOASTED CEREAL FOR 60 DAYS WERE REDUCED FROM WEIGHT OF 47 TO 34 GRAMS. VITALITY WAS CORRESPONDINGLY LOWERED

laboratories is the rat. The Albino rat is a standardized laboratory animal; it has been used for many years, and observations have been made on many phases and during many periods of its life, under variable conditions; and normal growth curves have been established. This makes it possible for the nutrition specialist in one laboratory to check his work with that of another worker situated elsewhere.

The albino rat is, furthermore, easy to handle, stands confinement and breeds readily under laboratory conditions when put on rations conducive to breeding. It is true that the results of feeding tests with rats must be translated in terms of chicks, when the ration tested is one that is primarily a chick food; but this is neither impractical nor unscientific. S. D. Wilkins, of the Purina Mills Research Department, uses rats continually in the valuable feeding experiments carried on there at all times.

The three rats in the picture were used to prove



B. H. LATHAM'S WAREHOUSE, COLTON, CALIF.

warehouse offers, he has other lines to fall back on.

From the picture, however, it can be seen that the wholesale and retail warehouse of B. H. Latham, is the most prominent part of his enterprise at Colton. A sacked storage capacity of 40 carloads is provided, and the rail facilities of the plant are exceptional, as access to three railroads is had. The Union Pacific, Southern Pacific and Santa Fe are the rail lines used, but a good supplement to this service is provided to people dealing with the Latham company, in the trucks which operate for the customers over the roads in and around San Bernardino County in which Colton is located. While Mr. Latham's trade is principally confined to the home trade at Colton, he enjoys some large orders from the surrounding territory.

A good line of stock feed is kept on hand for the consumer, and poultry feeds, hay, grain and fuels are also on the supply list. Customers of this company are offered the advantage not found in every grain dealing establishment, of being able to buy a large part of their supplies for a certain period at the same place and at once. Furthermore, orders can be filled promptly at the Colton plant and delivered immediate by the excellent rail and truck facilities which are part of B. H. Latham's customer-service.

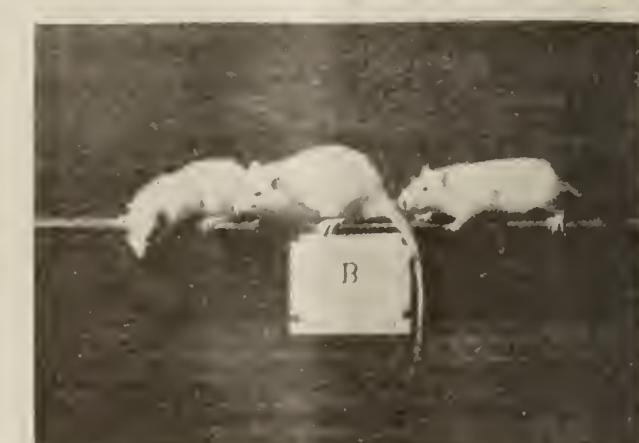
he tried farming in Iowa and Montana and came to Canada where farm homes are inexpensive in 1919. He grows his Alfalfa under irrigation.

## FEED STANDARDS IN THE SOUTH

Steps taken two years ago to raise the standard of feeds manufactured in the South were culminated recently when the South Central States Association of Food, Feed and Drug Officials adopted tentative standards for cow and dairy, horse and mule, and hog feeds and laying mashes. The standards are high, but as F. D. Fuller, chief of the Division of Food Control Service of Texas Agricultural Experiment Station, to whose work much of the success of the movement is due, says, they are representative of the best feeds sold in the South. The enforcement of the standards will prevent the sale of inferior feeds under misleading names.

Corrections may be made if found desirable. In the meantime the feed control officials of the association in Kentucky, Tennessee, Alabama, Mississippi, Louisiana, Arkansas, Oklahoma and Texas are agreed that they will not permit registration of feeds for these special purposes unless such feeds conform to the tentative standards adopted.

The minimum percentages of crude fat and the maximum percentage of crude fiber provided in



SAME RATS AS SHOWN ABOVE AFTER THEY HAD BEEN PUT ON A 60 DAY DIET OF A CHICK STARTING MASH. BY IT THEIR WEIGHT ROSE FROM 34 TO 172 GRAMS

the growth making elements contained in a well balanced chick starting mash. The rats were weaned at 35 days and put on a diet of toasted cereal, which proved to be a deficient ration for them during the 60 days which they were fed it. The average weight of the rats to begin with was 47 grams and at the end of the 60 days, it was 34 grams, a loss in weight of 13 grams, or over 25 per cent. Their vitality, of course, diminished with their weight.

The rats were then put on a balanced chick starting mash and this ration in 60 days not only

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brought back their lost weight, but put them into the light-heavyweight class at an average of 172 grams.

The chick mash contained a variety of clean whole and cracked grain; it was palatable, and so proportioned as to allow an ample vitamin, protein and mineral diet, and through this test, its efficiency as feed for growing animals, and consequently chicks, was clearly shown and the value of a balanced feed demonstrated.

## ALFALFA MEAL COMPARED TO MEAT SCRAP

Many of the better poultry feeds produced or bought and retailed by mills contain Alfalfa meal or Alfalfa leaf meal. A new angle on this valuable ingredient is shown in the results of experiment at the Agricultural and Mechanical College of Texas. Eight pens of pullets were used for various tests.

In one experiment, all hens were kept in pens 10 feet square, with concrete floors. They were given no green feed except Alfalfa meal. The rations without Alfalfa meal were lacking in the vitamin, fat-soluble A. All of the pens received cracked white corn fed twice every day. Oyster shell and water were before the fowl at all times. Very few of the hens in the pens which received no Alfalfa meal were healthy either on April 26, or May 21, while most of those in pens receiving Alfalfa meal were normal. The unhealthy condition of the eye, so often found when rations are deficient in fat-soluble A, was not as pronounced as were the throat lesions and the nasal discharge.

In a table giving the feed consumed and its value together with the eggs produced per hen and the cost of feed to produce one dozen eggs, the results are decidedly in favor of the pens receiving Alfalfa meal.

The Texas college Bulletin 317, "Comparative Influences of Various Protein Feeds on Laying Hens," explain the tests in detail.

## CASH IN QUICKLY, WITH ADVERTISING

By J. T. BARTLETT

General business in a town may be very dull.

Opportunity to spend money liberally for advertising, then quickly cash in, promoting feed-stuffs may be poor—in most other places.

All that really matters though, from the standpoint of the local dealer in feed, is that there be a real merchandising chance for him. If such a chance exists, his cue is to aggressively cash in on it.

Opportunities do not grow on every bush. Sometimes, though, they grow on bushes where least suspected. An interesting incident along this line has recently occurred at Boulder, Colo. This happens, incidentally, to be a town where business in general has been rather quiet for a year or more. But one man didn't stop because of that.

A feed dealer in this small city in 1924 stocked a line of poultry feed and tonics, nationally advertised. Bear in mind that poultry education in the West has not been carried nearly to the extent it has in the Middle West and the East, where for years consumption of prepared poultry feed and tonics has been large. This man thought there was an opportunity in the line, and got behind it in advertising. The manufacturer made a liberal offer—to share liberally in any advertising expense the dealer undertook. The season was a success.

For 1925, this dealer, W. B. Piper, ordered a car-load, 40,000 pounds, of the line and set that as his goal for the season's business. This was several times the total amount of sales for the 1924 season. The dealer, however, judging from the reaction of the Boulder territory to his offer of the previous year, thought he could handle it. He planned to use in connection heavy advertising.

What happened? Because he had a vision, and the business courage to back it up, his sales for the month of March alone reached nearly 30,000 pounds. The same month in 1924 he sold 700 pounds—and considered he was doing mighty well at that.

It was apparent, of course, that the single car-

load would not be enough, and a second order was put in.

Feed dealers quite frequently ask the question, "How much shall we spend for advertising?" In general, perhaps, it is the best way there is to handle the question of advertising outlay in a systematic manner. However, it has a very serious objection. A fixed percentage takes care of ordinary situations. It does not take care, except as it is made to apply to anticipated business, of

dred holders of rural route boxes about Boulder were circularized with a letter containing a coupon. Considering the possibilities in repeat business, and that a single customer obtained in this way may be held for years, the returns were excellent. Thirty-six coupons were brought in and applied on transactions within a comparatively short time—a trifle better than 5 per cent.

Piper is a great believer in suggestions. Through the spring season, practically everyone coming to the feed store was talked to about the new line of poultry feed and remedies. Of those who kept chickens, Piper says that he managed to sell nearly three in five persons to whom he made suggestions.

The price of feeds ran from about five cents a pound to approximately nine cents a pound.

All of which goes to show that you never can tell. We have known of dealers who, because business in general in their town was poor, have concluded there was no use in their scouting about for trade opportunities—their proper policy was to sit tight and frown on anything flavoring of expansion. As a matter of fact, no one ever will originate a formula for the discovery of trade opportunities. They are always just where they happen to exist. They can exist in old or new localities, in places where competition is fierce and in others where competition is the reverse. They can exist when business in general is good and when it is dull. Good business judgment dictates that the feed dealer be alert for them at all times, and when he finds them, do not hesitate to back his judgment with heavy advertising expenditure.

Just as opportunities can exist in certain lines, so can they exist for new feed businesses. About two years ago, Piper of Boulder, who had formerly handled only coal, took on feed and flour. The new departments paid from the start—a volume of about 30,000 pounds the first year in feed. Yes, opportunities are where you find them!

## FEEDING FAMOUS DUCKS

The duck feed business of this country will always go to make but a minor fraction of the total feed output, but in localities such as Long Island, N. Y., or certain lake regions, good ideas on duck feed are at a premium, because opinions on this subject are scarce compared to the wealth of suggestions always at hand on poultry, stock, and dairy feeds.

Feeding market ducks presents several problems, and the main one, fattening, is met by using flour



W. B. PIPER

merchandising opportunities which every now and then are sure to arise. Fundamentally, the amount of money a feed dealer should spend on advertising is all he can spend with profit. There conceivably are situations in which it would not pay him to spend a cent. There are other situations in which it will pay him remarkably to disregard all precedents and spend very liberally—behind the merchandising opportunity which has been discerned.

With a manufacturer backing him up and paying half the advertising bill, Piper "got busy." He used a great deal of newspaper space, changing the copy frequently, on the line of feeds. There was nothing spectacular about the copy, and the



ONE OF THE SUCCESSFUL WINDOW DISPLAYS USED BY MR. PIPER

insertions were only moderate display ones. However, in all papers of generous local circulation, they did get over a message. Writing copy, Piper tried to write it just as he would talk to people.

Then there was the direct mail work, and some sign board advertising. As showing how there can be possibilities in manufacturers sending literature to lists of names supplied by dealers, interesting facts can be cited. Manufacturers often tender such service, and in altogether too many instances dealers do not avail themselves of it. Seven hun-

and grain. This is true at least in the feeding of Long Island ducks, perhaps the most famous table fowl in the world. In *Collier's*, of May 30, a writer describes the feeding plan in detail:

"The object is to grow the biggest possible frame and then fill that frame with the utmost possible fat in 11 weeks. Because then the first moult begins and food goes into feathers instead of flesh, while weight-making stops for six weeks and the birds begin to grow tough."

"Growth, then fat; both to the limit, and at top

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speed. This program means proteins first; then carbohydrates, with count of calories like a modern restaurant bill of fare! The menu I saw (I am describing the large farm I visited) included oatmeal, cornmeal, bran, wheat flour, wafer clippings, cracker crumbs, ground ice-cream cones, chopped green vegetables and beef scrap; all duly measured, run through electric dough mixers, distributed by light railway, and fed by the clock three times a day, on metal-top dining tables.

"The Long Island duckling is the swiftest weight-maker on wings. It chips the shell, feeds, fleshes, feathers, fattens, and goes to pot, all in 11 weeks, increasing its weight during that period, by actual calculation, about 2,640 per cent. And it is factory-built, a result of modern, scientific, high-speed quality production."

## SOLVES DULL MARKET MYSTERY

A Kansas grain house, the Carlisle Commission Company, offers its view on the slow hay market in a recent circular, which reads in part: "A statement emanating from the National Chamber of Commerce says there are 4,500,000 automobiles on 6,200,000 farms in this country. This estimate does not take into consideration the tractors and motor trucks. There is a car for every six and one-half persons in America. Naturally, these cars lessen the demand for Prairie and Timothy hay and account for the dullness of those horse feeds. As to Alfalfa, more strictly a dairy feed, the situation is not so bad."

## CHANGES IN FEDERATION FEED COMMITTEE

Due to the inability of D. G. Lowell of the Washburn Crosby Company of Minneapolis, Minn., to serve as chairman of the Feedstuffs Committee of the Millers National Federation, A. R. Kinney of Nebraska Consolidated Mills Company of Omaha, has been appointed and has accepted that position. The rest of the committee remains the same as before.

## JUDGING FEED VALUES

By using Bulletin No. 323, lately issued by the Texas Agricultural Experiment Station, a feeder can tell which feeds are the best and most economical to buy under various market conditions.

The discussion takes into account the fact that the quality of digestible protein varies in different feeds and also the terms of productive energy. The productive energy of the principal feeds has been carefully calculated and the digestible protein content of the feeds having been determined, various typical market prices of feeds were studied to find the cost of the digestible protein content and of productive energy. In the case of concentrated feeds the selling prices and calculated feeds were found fairly close, showing that feeders have a rather accurate knowledge of the relative feeding values of well-known feeds and that relative market prices are largely controlled by this knowledge.

In the case of bulky feeds, however, such as wheat, bran, oats, Alfalfa, cottonseed hulls and Prairie hay, the values calculated on protein content and productive energy were much lower than the market prices. Taking into consideration the values of bulk, a certain amount of which is essential as digestible protein in feeding animals, it is found that some of the bulky feeds are more popular than their bulk and energy values seem to justify, and the conclusion is reached that in the fattening of cattle, for instance, the bulky feeds must be supplied on the farm at farm prices, much lower than current retail market prices used in this study. The cost of digestible protein and productive value varied from time to time, according to the market conditions.

## TO DEVELOP MESQUITE AS FEED

An experimental station is being equipped at Magma, near Superior, Ariz., by Colonel William Boyce Thompson, the New York banker, for adapting native plants and achieving a practical solution of the desert problem. The mesquite tree is one of the objects of research. Among its vari-

ous uses is the adaptation of its leaves which are browsed by cattle raised in that arid section, and the beans which grow in yellow clusters, contain large quantities of sugar and are eaten greedily by cattle when within their reach. The seeds are also appreciated by cattle when ground, and their protein content is very high.

No attempts have been made in the West to improve mesquite by selection, and on account of the high price of Alfalfa and other local features, there is likely to be an excellent opportunity to develop the productivity of mesquite and put it to more extensive practical use as a feed. Similar material has been successfully developed in other places, such as the Hawaiian Islands.

## HAY NOTES

An addition costing \$6,000 is to be built to the feed mill at Lagro, Ind.

A feed store at Beatrice, Neb., has been bought by Mr. and Mrs. Liper.

Luther Arnold is to establish a feed and flour business at Marshall, Ark.

A warehouse is to be built to the property of the Ardmore Flour & Feed Company of Ardmore, Okla.

A. J. Jones is no longer associated with the Savage & Davidson Feed Store at Marshall, Ark.

The Ellis Feed Company and the Middleton Feed Company of Harrison, Ark., have been consolidated.

The Kelley-Currie Feed Store was recently opened at Canton, Miss., with Mr. Brownlee as manager.

The Richardson feed business at Anson, Texas, has been bought by J. T. Mayfield and his son, Y. B.

The Hoffhines coal and feed building at Leon, Iowa, has been bought by C. C. Biddison and Orr Stout.

Plans have been made by Dr. G. W. Heard of Hereford, Texas, for the installation of an Alfalfa mill there.

The feed store and cream station of William Alexander at Orchard, Neb., has been bought by P. W. Grove.

A \$250,000 mill and warehouse is to be erected at Buffalo, N. Y., for the Ralston-Purina Mills Company of St. Louis, Mo.

E. L. Stallings has bought the Turner Feed Store at Labelle, Fla., and will operate under the management of William Stallings.

The F. M. Stamper Company is building a new warehouse at Norborne, Mo., giving added facilities for storing feed and flour.

Two modern scales have been installed and other improvements made by the C. L. Bennett Feed & Coal Company of Blytheville, Ark.

A new warehouse addition is being erected at Van Nuys, Calif., for the Fernando Feed & Fuel Company for storing hay and straw.

The feed jobbing department of the Churchill Grain & Seed Company of Buffalo, N. Y., is now under the management of A. E. Yardley.

The feed business of Fred Jones at Madill, Okla., has been sold and he will be connected with the Durant Milling Company of Durant, Okla.

The plant of the Western Grove Milling Company, Western Grove, Ark., is to be rebuilt and corn mill and feed mixer are to be installed.

U. Gray and C. O. Stemons are to conduct a feed and produce business at Jasper, Mo. He resigned as manager of the Farmers Elevator of Jasper.

A new storage building is to be built for the Ontario Milling Company of Oswego, N. Y., a feed concern, for improving its grain handling facilities.

The Leesburg, Fla., property of the Leesburg Feed Company has been bought from W. G. Ross and R. O. Simms by R. Perry Butler and I. B. Adams.

The feed, poultry and produce business of Leonard Hunter at Holt, Mo., has been bought by the Holt Grain & Supply Company who will move it to his elevator.

A complete feed mill has been installed in the warehouse of the Springfield Mill & Grain Company of Springfield, Ore. It includes automatic blending machinery.

G. V. Rogers of Munden and W. T. Vines of Portsmouth, have filed incorporation papers at Norfolk, Va., as the Vines Feed Company. The firm is capitalized at \$15,000.

W. C. Christian is now associated with the Feed Marketing Company of St. Louis, Mo. He was formerly with the Grain Marketing Company's St. Louis office. The feed company succeeds the Praule Feed Supply Company there.

The Lathrop Hay Company and the Hollister Warehouse Company of Hollister, Calif., have consolidated, and will be known as the Lathrop Hay

Company. The total stock is \$200,000. R. P. Lathrop, founder of the old Lathrop concern, will be president, and C. N. Hawkins, vice-president.

The Alfalfa mill of the Pecos Valley Alfalfa Products Company at Hagerman, N. M., has been taken over by the Denver Alfalfa Milling & Products Company of Lamar, Colo.

The capital stock of the Universal Mills, Inc., of Fort Worth, Texas, has been increased from \$125,000 to \$180,000. They are manufacturers of mixed stock, dairy and poultry feeds.

R. H. Worke & Co., Nashville, Tenn., hay dealers, have changed their name to Kittrell & Mizell following the death of R. H. Worke. O. T. Kittrell and Robert Mizell are interested.

To deal in cereal products, the Floard Hay Company, Inc., has been incorporated at Syracuse, N. Y., capitalized at \$100,000. N. J. Palzer, H. J. Stanton and J. T. Heenehan are interested.

The interest of W. E. Bowers and J. E. McConnell in the Bowers-McConnell Company at Rome, Ga., has been bought by P. T. Lester. He will operate as the Lester's Feed & Seed Store.

The McMillen Company of Fort Wayne, Ind., is increasing the capacity of its feed mill to two car-loads per hour. D. W. McMillen is president of the company which manufactures poultry feed.

The Mutual Sales Company has been incorporated at Chicago, Ill., by Frank T. Liddy who will operate on a brokerage basis and handle feedstuffs of all kinds. He has been in the feed business a long time.

An old mill at Walters, Okla., has been leased by the McAnaw Grain Company and will be remodeled for a feed mill. John McAnaw is manager and will engage in the wholesaling of grain, flour and feed.

The Tollison Flour & Feed Company has been organized at Columbia, S. C., headed by L. H. Tollison, formerly of the Sensation Flour Company. It will occupy the building formerly used by the Adluh Milling Company.

Joe Hastings, D. R. Dixon and Homer T. Wilson have incorporated at Hereford, Texas, as the West Texas Seed & Feed Company. The firm will do a wholesale and retail seed business and handle coal, salt, hay, poultry feeds, and cottonseed meal and cake.

The Commercial Hay Company has been incorporated at San Francisco, Calif., with offices at 112 Market Street. Walter H. Lord, W. W. Witt, Frank Munson are interested. The company will do a wholesale hay and grain business in Alfalfa and Alfalfa meal.

The Hecker Cereal Company of New York and the H-O Cereal Company of Buffalo, N. Y., have been consolidated and will be known as the Hecker-H-O Company, Inc. In addition to breakfast cereals, the company will be prominent in the manufacture of feed products, including Algrane Steam-Cooked Chick Feeds, Algrane Horse, Dairy and Poultry Feeds.

The Kieser Milling Company has been incorporated at Toledo, Ohio, and will take over the business formerly conducted by the Kasco Mills, Inc., the headquarters of which were at Waverly, N. Y. David Anderson of the National Milling Company, is president; Rathbun Fuller, vice-president; Kenton D. Keilholtz, treasurer; L. J. Gifford, secretary. The firm is capitalized at \$150,000.

## ALFALFA FEED FOR HOGS

The South Dakota State College Department of Animal Husbandry has been making experiments with Alfalfa as a feed for growing hogs for the market which may lead to the general adoption of this legume as a hog feed.

The department conducted two trials in which one lot of pigs was fed only corn and tankage and another lot fed corn, tankage, linseed oil meal and chopped Alfalfa hay. Where it required 367 pounds of corn and 43 pounds of tankage to produce 100 pounds of gain in the first lot, it required only 325 pounds of corn, 25 pounds of tankage, 12.5 pounds of oilmeal and 12.5 pounds of Alfalfa hay in the second lot.

"If our present results are borne out in further trials, it will be of great importance to farmers of South Dakota," A. H. Kuhlman, of the animal husbandry department, declared.

"If choice Alfalfa hay fed in racks will produce gains approximately as good as those obtained in feeding chopped hay, many farmers in this state will be in a position to greatly increase their returns from feeding pigs in winter months. The addition of Alfalfa hay has increased the daily gains in every instance; in fact, the average gains made by the pigs in trial compare very well with those made by pigs in forage during the summer."

THE safest Grimm seed to buy is that which has had a field inspection and certification by the officials of the western states where it is produced. The best because of their resistance to winter-killing come from South Dakota, Montana and Kansas.

## FEED IRREGULAR IN NEW YORK

By C. K. TRAFTON

In a broad sense the unsettlement and irregularity prevailing in the feed market for the past month was largely seasonable, due to the warm weather. It was also obvious that such weakness was partly the outcome of the transition of the wheat market from the old crop to a new crop basis. There is, more pressure to sell as harvesting progresses and new wheat begins to arrive at primary points. The weakness of wheat was partly attributable to the more favorable weather for the growing spring crop on both sides of the border, which is supposed to bring about a larger supply of Spring wheat ere long, and especially in Canada. Naturally these developments have induced buyers to keep out of the market as much as possible, and hence, the lower quotations have failed to stimulate trade appreciably.

Corn products and high protein feeds have continued comparatively strong as supplies have been insignificant. Trading in linseed meal and cotton-seed meal was inactive as it naturally would be in warm weather, but as stocks are down to a low plane sellers were unwilling to make concessions.

There has been a strong undertone in the market for beet pulp, which was primarily attributable to the unusually insignificant supplies on offer, and particularly of domestic. As a matter of fact, stocks of domestic were virtually exhausted and, therefore, business was at a standstill, making it impossible to obtain definite quotations. It is feared that these conditions will prevail until October when the new crop begins to arrive after which it is fair to presume trade will be resumed, in a regular way during October, November and December, which is the time when almost all members of the trade make their largest contracts. Trade was also restricted because of the great scarcity of Dutch feed which was also practically unquotable as a result of the paucity of stocks, although there were some who claimed that light gray was nominally about 40, f.o.b. New York. In the meantime, moderate quantities of Italian pulp arrived and was sold promptly, primarily at \$36, f.o.b. New York, but afterwards rose to \$37.

## NEW FEED BRANDS

"SPRING MAID" stock feed. Royal Feed & Milling Company, Memphis, Tenn. Filed November 13, 1924. Serial No. 205,230. Published June 9, 1925.

"MON-E-MAKER" dairy and poultry feeds. Phelps & Sibley Company, Inc., Cuba, N. Y. Filed March 14, 1924. Serial No. 211,050. Published June 9, 1925.



"CO-PRO-CO" feedstuffs, namely, a mixture of grain, Alfalfa and corn sugar molasses. Corn Products Refining Company, New York, N. Y. Filed April 10, 1925. Serial No. 212,480. Published June 16, 1925.

"DAILY DOZEN" chicken feeds, namely, mash and scratch. West Texas Fuel Company, Inc., El Paso, Texas. Filed May 1, 1924. Serial No. 196,117. Published June 16, 1925.

"AMERICAN" rice, wheat flour, cornmeal, corn chops, shorts, poultry feed, chick feed and stock feed. American Grocer Company, Little Rock, Ark. Filed December 30, 1924. Serial No. 207,438. Published June 16, 1925.

"AMERICAN" rice, wheat flour, cornmeal, corn chops, shorts, poultry feed, chick feed and stock

feed. American Grocer Company, Little Rock, Ark. Filed December 30, 1924. Serial No. 207,439. Published June 16, 1925.

"LEAF ALFALFA MEAL" meal for use in poultry mashes. The Lamar Alfalfa Milling Company, Lamar, Colo. Filed March 7, 1925. Serial No. 210,671. Published June 16, 1925.

"JUST RIGHT EGG MASH" egg mash. Frank B. Dennie, doing business as Jersee Company, Minneapolis, Minn. Filed March 12, 1925. Serial No. 210,887. Published June 23, 1925.

"JUST RIGHT CHICK STARTER" chick starter. Frank B. Dennie, doing business as Jersee Company, Minneapolis, Minn. Filed March 12, 1925. Serial No. 210,888. Published June 23, 1925.

"JUST RIGHT GROWING MASH" growing mash. Frank B. Dennie, doing business as Jersee Company, Minneapolis, Minn. Filed March 12, 1925. Serial No. 210,889. Published June 23, 1925.

"VITACREME" egg mash, scratch feed, hog chops, horse feed, dairy feed, patent wheat flour, rye flour, cracked corn, cornmeal, whole wheat flour, corn grits, buckwheat flour; chipped wheat, a cereal breakfast food, breakfast wheat, breakfast grits and cereal breakfast foods. Federated Cereal Mills of America, Owensboro, Ky. Filed January 21, 1925. Serial No. 208,389. Published June 30, 1925.

### Trademarks Registered

199,315. Dairy feed. The Ladish-Stoppenbach Company, doing business as the Ladish Company, Milwaukee, Wis. Filed October 20, 1924. Serial No. 204,176. Published March 7, 1925. Registered June 9, 1925.

199,347. Dairy feeds, horse feeds, hog feeds and poultry feeds. American Milling Company, Peoria, Ill. Filed August 25, 1924. Serial No. 201,827. Published March 24, 1925. Registered June 9, 1925.

199,444. Dairy, stock and poultry feeds. Empire Grain & Elevator Company, Binghamton, N. Y. Filed December 20, 1924. Serial No. 207,002. Published March 17, 1925. Registered June 9, 1925.

199,445. Dairy, stock and poultry feeds. Empire Grain & Elevator Company, Binghamton, N. Y. Filed December 20, 1924. Serial No. 207,000. Published March 17, 1925. Registered June 9, 1925.

199,937. Wheat flour, cornmeal, prepared feeds for livestock, poultry feeds, dairy feeds, horse and mule feeds and mill feeds. Thibault Milling Company, Little Rock, Ark. Filed December 30, 1924. Serial No. 217,480. Published March 31, 1925. Registered June 23, 1925.

199,943. Wheat flour and pancake flour, cereal breakfast food, poultry and stock feeds. Cherry City Milling Company, Salem, Ore. Filed January 3, 1925. Serial No. 207,615. Published April 7, 1925. Registered June 23, 1925.

199,984. Dog, poultry and bird foods. Stamina Foods Company, Ltd., Bottle, Liverpool, England. Filed June 7, 1924. Serial No. 198,262. Published February 10, 1925. Registered June 23, 1925.

200,051. Poultry and stock feeding food. Western Maryland Dairy, Baltimore, Md. Filed February 3, 1925. Serial No. 219,072. Published April 7, 1925. Registered June 23, 1925.

200,285. Feed for animals, namely, compounded ground feed containing among other things certain minerals, such feed being used to supplement the ordinary feed of hogs. Blatchford Calf Meal Company, Waukegan, Ill. Filed December 26, 1924. Serial No. 207,226. Published April 21, 1925. Registered June 30, 1925.

200,295. Cereals—namely, cornmeal, rolled oats, poultry feeds, dairy feeds, mill feed and Hard wheat flour. Kenworthy Grain & Milling Company, Tacoma, Wash. Filed February 18, 1924. Serial No. 192,488. Published April 21, 1925. Registered June 30, 1925.

200,368. Feed for cattle, namely, dairy meal and essential minerals for cattle, each of which comprises a compounded ground feed having, among other things, various minerals which are essential or desirable ingredients for cattle feed. Blatchford Calf Meal Company, Waukegan, Ill. Filed December 15, 1924. Serial No. 206,716. Published April 21, 1925. Registered June 30, 1925.

200,371. White cornmeal, yellow cornmeal, Gra-

ham flour, whole wheat flour, buckwheat flour, egg mash, growing mash, quick feed, and scratch feed. Omer G. Whelan, Richmond, Ind. Filed September 29, 1924. Serial No. 1,203,215. Published April 21, 1925. Registered June 30, 1925.

## HAY WEAKER IN NEW YORK

By C. K. TRAFTON

Notwithstanding the fact that the official crop report for June was even worse than expected, the hay market failed to respond to any material extent. It is true that farmers, country shippers and receivers in this market were predicting higher prices and refusing to sell excepting at firmer figures, but the actual grains were mainly insignificant. Buyers appeared to be only impressed in a limited way by the official report. Indeed, it was afterwards asserted that the demand had been checked and prices held down almost immediately thereafter by the advent of copious and timely rains over wide area where the crop had been suffering because of drought.

It was also claimed that the return of weakness was partly due to larger receipts, but more especially by river boats, barges and canal boats. Because of this, supplies of common and inferior grades became somewhat heavier. In addition, the weaker trend was partly ascribed to the fact that some of the canal boats were loaded with Canadian hay.

As usual at this season, buyers on the whole were manifesting indifference and it was difficult to stimulate buying except by naming appreciable concessions on cost.

## SUMMARY OF HAY STANDARD REVISIONS

The United States Department of Agriculture has formulated standards for Alfalfa and Alfalfa Mixed hay, Johnson and Johnson Mixed hay, and Prairie hay, which were issued during June, 1925, and made effective July 1, 1925. In the formulation of these new standards it was necessary to dovetail them with the existing standards for Timothy, Clover and Grass hay. In order to make all U. S. standards for hay uniform as to the terms describing the various classes of hay, and in order also to provide grades for certain hay inspection problems not covered by the existing standards, the department has made a few revisions in the Timothy, Clover and Grass hay standards. The most important of these provisions are as follows:

### CLASS NAMES

The old class names "Light Clover Mixed," "Medium Clover Mixed" and "Heavy Clover Mixed," have been abandoned and the new class names "Timothy Light Clover Mixed," "Timothy Clover Mixed" and "Clover Light Timothy Mixed" have been substituted therefor. These changes have been made in order to conform to the general principle for all U. S. hay standards of having each class name describe the kind of hay which predominates in the mixture. Thus the class name "Timothy Light Clover Mixed" indicates that Timothy predominates in the mixture and that the Clover is present only as a light mixture. The same reasoning applies to the class entitled "Clover Light Timothy Mixed" wherein Clover predominates and the Timothy is present as a light mixture only. The words "Timothy Clover Mixed" describe a class of hay in which neither Timothy nor Clover is present as a light mixture but where both kinds of hay are present in amounts too great for the light mixtures.

The same system is followed in naming mixtures of Timothy and Grass hay, namely "Timothy Light Grass Mixed" and "Timothy Grass Mixed."

### GRASS HAY

The class entitled "Mixed Grass" in the old standards has been changed to a class entitled "Grass Hay." The specifications in the old standards provided that "Mixed Grass" should contain over 60 per cent other grasses, and not over 10 per cent Clover in mixtures with Timothy. The new specifications for "Grass Hay" provide that

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"Grass Hay" shall be over 60 per cent of grasses other than Timothy, Johnson grass, upland and midland grasses, or grain cut for hay. Thus under the revised standards any lot of hay consisting of over 60 per cent grasses is classified as "Grass Hay" irrespective of what kind or kinds of hay constitutes the remainder of the mixture.

The opinion of the hay trade appears to be that any lot of hay containing 60 per cent or more grasses is looked upon and sold as "Grass Hay" irrespective of the kind of hay which constitutes the remaining 40 per cent of the mixture.

The grasses which must comprise the predominating constituent of the class "Grass Hay" are those cultivated grasses commonly grown on cultivated land areas. The class "Grass Hay" covers pure or relatively pure Redtop, Bluegrass, Awl-less Brome grass or other kinds of cultivated grasses of recognized feed value, and has a much wider use than the old class "Mixed Grass" in which not over 10 per cent Clover was permitted.

## ELIMINATION OF THE CLASS "CLOVER GRASS MIXED"

This class of hay has been eliminated in the revised standards. Mixtures of this character are

to be graded hereafter under "Grades for Mixed Hay" along with other combinations of mixed hay which do not come under the class requirements for the more important mixtures found in hay commerce.

## GRADES FOR MIXED HAY

In the revised standards a supplementary class has been inserted entitled "Mixed Hay." The chief reason for the use of "Grades for Mixed Hay" is to eliminate too much so-called descriptive hay and to substitute therefore a definite class for abnormally mixed hay that does not fall under the regular classes for those mixtures that are common and well known in the hay trade.

Mixed hay is hay which contains, singly or in combination, 50 per cent or more of those kinds of hay which are named and included in the four major groups of U. S. standards for hay, namely, Alfalfa and Alfalfa Mixed hay; Timothy, Clover and Grass hay; Prairie hay; and Johnson and Johnson Mixed hay.

The requirements that Mixed hay shall consist of 50 per cent or more of one or the other of the kinds of hay covered by United States standards is an arbitrary percentage devised for the pur-

pose of making "Grades for Mixed Hay" applicable only to those kinds of hay wherein at least one-half of the hay is of those kinds covered by United States standards and which are of commercial importance. Furthermore, this arbitrary percentage of 50 per cent is employed as a requirement in the "Grades for Mixed Hay" in order to exclude from such grades many forms of hay as Peanut hay, Soy Bean hay, Lespedeza hay, etc., for which as United States standards are available. Thus if a lot of hay contains over 50 per cent of any such kinds of hay it must be described as to its quality and condition and not graded specifically under "Grades for Mixed Hay."

## ELIMINATION OF THE GRADE "CHOICE TIMOTHY"

Experience in recent years in the use of the old United States standards for Timothy has shown that a very small percentage of Timothy arrived in the markets which would come under the specifications for United States Choice. On the other hand, it has been found that a considerable amount of Timothy is marketed which has more green color than is necessary for the No. 1 grade but which has too much foreign material for

## CLASS AND GRADE REQUIREMENTS FOR TIMOTHY, CLOVER AND GRASS HAY

Class	Mixture Percentages	Grade Requirements			
		U. S. Grade	Color	Clover	Foreign material Maximum per cent
Timothy .....	Timothy with not over 10% Clover	U. S. No. 1 U. S. No. 2 U. S. No. 3	50% green 30% green Less than 30% green		10 15 20
Timothy Light Clover Mixed..... (Formerly Light Clover Mixed)	A mixture of Timothy and Clover with over 10% but not over 30% Clover.	U. S. No. 1 U. S. No. 2 U. S. No. 3	50% green 30% green Less than 30% green		10 15 20
Timothy Clover Mixed..... (Formerly Medium Clover Mixed)	A mixture of Timothy and Clover with over 30% but not over 50% Clover.	U. S. No. 1 U. S. No. 2 U. S. No. 3	50% green 30% green Less than 30% green	Green to greenish brown Greenish brown to brown Dark brown	10 15 20
Timothy Light Grass Mixed..... (Formerly Light Grass Mixed)	A mixture of Timothy and other grasses with over 10% but not over 30% other grasses and not over 10% Clover.	U. S. No. 1 U. S. No. 2 U. S. No. 3	50% green 30% green Less than 30% green		10 15 20
Timothy Grass Mixed..... (Formerly Heavy Grass Mixed)	A mixture of Timothy and other grasses with over 30% but not over 60% other grasses and not over 10% Clover.	U. S. No. 1 U. S. No. 2 U. S. No. 3	50% green 30% green Less than 30% green		10 15 20
Timothy Light Alfalfa Mixed.....	A mixture of Timothy and Alfalfa with over 10% but not over 30% Alfalfa.	U. S. No. 1 U. S. No. 2 U. S. No. 3	50% green 30% green Less than 30% green		10 15 20
Grass Hay ..... (Formerly Mixed Grass)	Over 60% of grasses other than Timothy, Johnson grass, upland and midland grasses, or grain cut for hay.	U. S. No. 1 U. S. No. 2 U. S. No. 3	50% green 30% green Less than 30% green		10 15 20
Clover .....	Clover with not over 20% Timothy or other grasses.	U. S. No. 1 U. S. No. 2 U. S. No. 3		Green to greenish brown Greenish brown to brown Dark brown	10 15 20
Clover Light Timothy Mixed..... (Formerly Heavy Clover Mixed)	A mixture of Clover and Timothy with over 20% but not over 50% Timothy.	U. S. No. 1 U. S. No. 2 U. S. No. 3		Green to greenish brown Greenish brown to brown Dark brown	10 15 20
All Classes .....		U. S. Sample Grade	Hay of the above classes which has been threshed or headed, or which contains more than 20% foreign material or which contains more than a trace of injurious foreign material, or which has any objectionable odor, or which is heating, hot, wet, moldy, musty, caked, or otherwise of distinctly low quality.		

*Grades for high green color hay.—*Hay of any numerical grade of any of the above classes, in which the Timothy and grass have 65 per cent or more green color and in which the leaves and stems of Clover are uniformly natural green, shall have the words "High Green Color" added to the grade designation, as: "U. S. No. 1 Timothy, High Green Color," "U. S. No. 1 Timothy Light Clover Mixed, High Green Color," or "U. S. No. 1 Clover, High Green Color."

*Grades for Coarse Clover Hay.—*Hay of any numerical grade of the classes Clover and Clover Light Timothy Mixed which is coarse shall have the word "Coarse" included in and made a part of the grade designation, as: "U. S. No. 2 Coarse Clover," "U. S. No. 3 Coarse Clover Light Timothy Mixed."

## CLASS AND GRADE REQUIREMENTS FOR ALFALFA AND ALFALFA MIXED HAY

Class	Mixture Percentages	Grade Requirements			
		U. S. Grade	Leafiness of Alfalfa Minimum per cent leaves	Color Alfalfa	Timothy, other grasses and grain hay Maximum per cent
Alfalfa .....	Alfalfa with not over 5% grasses.	U. S. No. 1 U. S. No. 2 U. S. No. 3	40 25 Less than 25	60% green 30% green Less than 30% green	5 10 15
Alfalfa Light Grass Mixed.....	A mixture of Alfalfa and grasses with over 5% but not over 20% grasses.	U. S. No. 1 U. S. No. 2 U. S. No. 3	40 25 Less than 25	60% green 30% green Less than 30% green	5 10 15
Alfalfa Grass Mixed.....	A mixture of Alfalfa and grasses with over 20% but not over 60% grasses.	U. S. No. 1 U. S. No. 2 U. S. No. 3		60% green 30% green Less than 30% green	5 10 15
Alfalfa Light Timothy Mixed.....	A mixture of Alfalfa and Timothy with over 5% but not over 30% Timothy.	U. S. No. 1 U. S. No. 2 U. S. No. 3	40 25 Less than 25	60% green 30% green Less than 30% green	5 10 15
Alfalfa Timothy Mixed.....	A mixture of Alfalfa and Timothy with over 30% Alfalfa and over 30% Timothy.	U. S. No. 1 U. S. No. 2 U. S. No. 3		60% green 30% green Less than 30% green	5 10 15
Alfalfa Clover Mixed.....	A mixture of Alfalfa and Clover with over 10% but not over 50% Clover and not over 10% grasses.	U. S. No. 1 U. S. No. 2 U. S. No. 3	40 25 Less than 25	60% green 30% green Less than 30% green	5 10 15
Alfalfa Light Johnson Mixed.....	A mixture of Alfalfa and Johnson grass with over 5% but not over 30% Johnson grass.	U. S. No. 1 U. S. No. 2 U. S. No. 3	40 25 Less than 25	60% green 30% green Less than 30% green	5 10 15
Alfalfa Light Grain Mixed.....	A mixture of Alfalfa and grain hay with over 5% but not over 20% grain hay.	U. S. No. 1 U. S. No. 2 U. S. No. 3	40 25 Less than 25	60% green 30% green Less than 30% green	5 10 15
Alfalfa Grain Mixed.....	A mixture of Alfalfa and grain hay with over 20% but not over 60% grain hay.	U. S. No. 1 U. S. No. 2 U. S. No. 3		60% green 30% green Less than 30% green	5 10 15
All classes .....		U. S. Sample Grade	Hay of the above classes which has been threshed, or which contains more than 15% foreign material, or which contains more than a trace of injurious foreign material, or which has any objectionable odor, or which is heating, hot, wet, moldy, musty, caked, or otherwise of distinctly low quality.		

*Grades for high green color hay.—*Hay of any numerical grade of any of the above classes, the color of which is 15 per cent or more higher than the minimum color requirement for the U. S. No. 1 grade of the same class, shall have the words "High Green Color" added to the grade designation, as: "U. S. No. 1 Alfalfa, High Green Color."

*Grades for fine Alfalfa hay and coarse Alfalfa hay.—*Hay of any numerical grade of the class Alfalfa which is either fine or coarse shall have the word "Fine" or the word "Coarse," as the case may be, included in and made a part of the grade designation, as: "U. S. No. 1 Fine Alfalfa," "U. S. No. 2 Coarse Alfalfa."

*Grades for Soft Alfalfa hay.—*Hay of any numerical grade of the class Alfalfa which is soft shall have the word "Soft" included in and made a part of the grade designation, as: "U. S. No. 1 Soft Alfalfa," "U. S. No. 1 Soft Fine Alfalfa," "U. S. No. 2 Soft Alfalfa," "U. S. No. 3 Soft Alfalfa."

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the old Choice grade. Also in the most important Clover producing regions of the United States it has been found that considerable Clover and Timothy and Clover mixtures are produced which have exceptional green color and that such hay always sells for premium prices because of its exceptional color.

New grades to cover these conditions have been created, therefore, entitled "Grades for High Green Color Hay." These new grades are included in all United States standards for hay. Under the provisions of these new grades hay of any class in which the Timothy and grass have 65 per cent or more green color and in which the leaves and stems of Clover are uniformly natural green shall have the words "High Green Color" added to the grade designation.

## GRADES FOR COARSE CLOVER

In the old standards the definition for Clover provided that Clover might include 10 per cent of Mammoth Clover. It was found impractical to apply this 10 per cent allowance to Mammoth Clover because it is impossible to accurately distinguish Mammoth Clover from Red Clover.

When Mammoth Clover becomes coarse and stemmy it is of inferior palatability and value as compared to Alsike and Red Clover, and the experience of feeders indicates that cattle leave a considerable wastage of Mammoth Clover in the mangers because of its coarseness and relatively low palatability.

In order to provide a practical method for grading this coarse and stemmy Clover Hay, new grades have been devised and inserted in the revised standards entitled "Grades for Coarse Clover Hay." Under these grades all stemmy and coarse Clover, which is usually Mammoth Clover, but which may include very coarse Red Clover also, may be regraded as coarse Clover according to its stemmy character and the coarseness of the

stems, and when so graded, the word "Coarse" shall be included in and made a part of the grade designation.

The Bureau of Agricultural Economics, United States Department of Agriculture, believes that the revisions made in the Timothy, Clover and Grass standards are in the interest of definiteness and practicability in the application of the standards to commercial hay. The revisions were necessary in order to bring all United States standards for hay into conformity as regards describing the classes of hay and to conform to the general policy of using such supplementary grades as "Grades for High Green Color Hay" for those types of hay which are exceptional quality. It is believed also that the "Grades for Mixed Hay" and "Grades for Coarse Clover Hay" will increase the efficiency of the standards in covering a greater range of hay quality than was covered by the old standards.

## HAY ACTIVE

By B. S. BROWN

There has been quite an unusual increase in the normal activity in hay dealings in Kansas City during the past week in June and the first week in July, according to the Kansas City Hay Dealers Association. Although some increase was to be expected at this period of the year, the increase which has been experienced is greater than in normal times, especially in the receipts and sales of Timothy hay.

On July 6, hay receipts in the Kansas City market totalled 257 cars, a large proportion of which was Timothy hay. The local market enjoys fairly large receipts in Alfalfa at virtually all periods of the year, and the receipts in this commodity have increased to a large extent within the fortnight mentioned above. However, by far the greatest increase has been shown in Timothy, rather than in Alfalfa. The latter has likewise shown quite an

increase in local activity and fairly large receipts have been noted.

On July 7, the Kansas City receipts dropped to 41 cars, total for all items. The association, however, accounts for the immense depletion in receipts by pointing out that the previous day really represented two days' shipments, and that the railroads had so many cars of hay on their roads that any larger delivery was rendered impossible, virtually. And receipts are expected to remain on the increase during the ensuing two or three months.

The association membership is said to be anticipating a very active season in hay in this territory. Although increased activity in this commodity is to be expected at this period of the year under normal conditions, it is pointed out that the increase has been far above normal, and greater in Timothy than in Alfalfa. Heavy trading is anticipated during all of this season.

Although the prices for millfeeds have declined here to what is generally considered the seasonal low level for the year, the feed situation here is said to be rather a serious matter, due to the shortage of products. Prices have declined steadily during the past 30 days until bran is being quoted at \$23 per ton here, and gray shorts are selling at \$29.50 per ton. On July 7, the demand became general from all sections of the country and mill products are in unusual demand here, according to local brokers. As a result of the general demand from all parts of the country on that day, prices reacted to a point 50 to 75 cents higher than those for the previous day.

Although large buyers are showing considerable interest in contracts for deferred shipments at the prevailing prices, notwithstanding the fact that a lower level is generally expected throughout this section, no trades are being made because stocks are so low that little is being offered. In fact, stocks are virtually unavailable at this time.

## CLASS AND GRADE REQUIREMENTS FOR PRAIRIE HAY

Class Requirements		Grade Requirements		
Class	Mixture Percentages	U. S. Grade	Color	Foreign Material Maximum per cent
Upland .....	Upland grasses (over 20% of which shall be other than wheat grass) and not over 10% legumes.	U. S. No. 1 U. S. No. 2 U. S. No. 3	60% green 30% green Less than 30% green	10 15 20
Wheat Grass .....	Wheat grass with not over 20% other upland grasses and/or legumes.	U. S. No. 1 U. S. No. 2 U. S. No. 3	60% green 30% green Less than 30% green	10 15 20
Midland .....	Midland grasses or a mixture of midland and upland grasses with over 40% midland grasses.	U. S. No. 1 U. S. No. 2	60% green 30% green	10 20
Upland-Midland Mixed .....	A mixture of upland and midland grasses with over 10% but not over 40% midland grasses and not over 10% legumes.	U. S. No. 1 U. S. No. 2 U. S. No. 3	60% green 30% green Less than 30% green	10 15 20
All Classes .....		U. S. Sample Grade	Hay of the above classes which does not meet the requirements of the numerical grades, or which contains more than a trace of injurious foreign material, or which has any objectionable odor, or which is heating, hot, wet, moldy, musty, caked or otherwise of distinctly low quality.	

*Grades for High Green Color Hay.*—Hay of any numerical grade of any of the above classes which has 75 per cent or more green color shall have the words "High Green Color" added to the grade designation, as: "U. S. No. 1 Upland, High Green Color."

*Grades for Coarse Prairie Hay.*—Hay of any numerical grade of any of the above classes which is coarse shall have the word "Coarse" included in and made a part of the grade designation, as: "U. S. No. 2 Coarse Upland."

## CLASS AND GRADE REQUIREMENTS FOR JOHNSON HAY AND JOHNSON MIXED HAY

Class Requirements		Grade Requirements		
Class	Mixture percentages	U. S. Grade	Color	Foreign material Maximum per cent
Johnson .....	Johnson grass with not over 10% legumes.	U. S. No. 1 U. S. No. 2 U. S. No. 3 U. S. Coarse*	45% green 25% green Less than 25% green	10 15 20 20
Johnson Light Grass Mixed.....	A mixture of Johnson grass and other grasses with over 10% but not over 30% other grasses and not over 10% legumes.	U. S. No. 1 U. S. No. 2 U. S. No. 3	45% green 25% green Less than 25% green	10 15 20
Johnson and Grass Mixed .....	A mixture of Johnson grass and other grasses with over 30% but not over 60% other grasses and not over 10% legumes.	U. S. No. 1 U. S. No. 2 U. S. No. 3	45% green 25% green Less than 25% green	10 15 20
Johnson Light Alfalfa Mixed.....	A mixture of Johnson grass and Alfalfa with over 10% but not over 30% Alfalfa.	U. S. No. 1 U. S. No. 2 U. S. No. 3	45% green 25% green Less than 25% green	10 15 20
Johnson Alfalfa Mixed .....	A mixture of Johnson grass and Alfalfa with over 30% Johnson grass and over 30% alfalfa.	U. S. No. 1 U. S. No. 2 U. S. No. 3	45% green 25% green Less than 25% green	10 15 20
Johnson Light Lespedeza Mixed .....	A mixture of Johnson grass and Lespedeza with over 10% but not over 30% Lespedeza.	U. S. No. 1 U. S. No. 2 U. S. No. 3	45% green 25% green Less than 25% green	10 15 20
All classes .....		U. S. Sample Grade	Hay of the above classes which contains more than 20% foreign material, or which contains more than a trace of injurious foreign material, or which has any objectionable odor, or which is heating, hot, wet, moldy, musty, caked, or otherwise of distinctly low quality.	

\*U. S. Coarse Johnson Hay shall be hay of coarse texture.

*Grades for High Green Color Hay.*—Hay of any numerical grade of any of the above classes, the color of which is 15 per cent or more higher than the minimum High Green Color, or "U. S. No. 1 Johnson Alfalfa Mixed Hay, High Green Color."

*Grades for Fine Johnson Hay.*—Hay of any numerical grade of the class Johnson which is fine shall have the word "Fine" included in, and made a part of the grade designation, as: "U. S. No. 1 Fine Johnson," "U. S. No. 2 Fine Johnson," "U. S. No. 3 Fine Johnson."

## Farmers' Distribution Problems and Co-operatives

From an Address to the Farmers at Mandan, N. D., on Fourth of July,  
by Secretary of Agriculture William M. Jardine

THE efficient marketing of farm products is an important part of the farm business. All of us have observed the widening spread between prices received by the producer and those paid by the consumer. These spreads are, no doubt, in a considerable measure due to increases in costs. I am convinced, however, that there is needless waste in our system of distribution and that there are ways of materially reducing the spread between producer and consumer. If this waste in distribution is to be eliminated there must be vast improvement in our marketing methods. Many of the major marketing problems have grown out of the development of a commercial agriculture. In the days when the farmer produced for his local market, he was more familiar with what the consumer needed and there were few middlemen between him and the buyer. Today farming has become a highly specialized business and producer and consumer are usually widely apart. The marketing process has become very complex and there are now various functions between farmer and consumer that must be performed by others. After all, however, production and marketing are inseparable and the problems of marketing will be solved only if we consider them in relation to production practices.

In order to market his product to the very best advantage, there are three things the farmer must do. He must, of course, adjust the volume of his production to the needs of the market. It is quite as important that he improve the quality of his product and standardize it in order to meet the preferences of consumers. Then he must strive to feed those products to the market when and where the consumers demand them.

The importance of standardizing and grading farm products has not been fully appreciated until rather recent years. Our structure of distribution rests upon graded commodities. Farm products pass through many hands in moving from centers of production to world markets and there must be a common language to insure mutual understanding between buyers and sellers. A certain grade of wheat, corn or butter should represent the same grade to both the seller and the buyer in all parts of the world.

Few perhaps realize the remarkable development that has taken place in the standardization of farm products within the brief span of 10 years. Today, the United States grades for wheat are recognized in all foreign importing countries. The grading of wheat helps the farmer to get the best market price for his wheat. It is true that there still are unsolved problems in the grading of wheat. You all know that wheat containing a relatively large percentage of high quality gluten sells at a premium in our central markets. Farmers do not always reap the full benefit of these premiums, since present grades for wheat do not adequately measure this gluten content. This problem, however, is receiving attention, and I hope we shall find some practical method of gluten measurement, that will be to the wheat industry what the Babcock Tester has been to the dairy industry.

The grading of wheat in accordance with national standards is having a beneficial effect upon production by calling to the attention of the farmer certain bad production and marketing practices. Dockage in wheat will indicate what I mean. Spring wheat farmers have for years suffered very heavy losses by shipping to market wheat containing foreign material that can be removed. It has been estimated that in 21 years, since 1902, a total of 110,000,000 bushels of dockage were shipped to the Minnesota markets. In the year 1922, alone, it is estimated that 7,500,000 bushels of dockage were shipped to Minnesota markets, entailing transportation cost of several hundred thousands of dollars.

Surely there can be no more effective way of reducing marketing costs than to retain on the farm the screenings which have value as feed but which when shipped to market represent a total loss.

I am one of those who believe that co-operative marketing will be an important factor in the solution of many of our production and marketing problems. I do not by any means regard it as a "cure all" for the troubles of the farmer, but it has real possibilities. I wonder if you fully appreciate the extent to which co-operative marketing activities in this country have been developed. The first farmers' co-operative in this country was organized shortly before the Civil War. Today there are over 12,000 farmers' co-operative organizations, with a membership of about 2,500,000 farmers and doing an annual business of approximately \$2,500,000,000. While this development is remarkable there is nothing mysterious about it. It is merely common sense applied to the marketing problems of the



WILLIAM M. JARDINE

farmer. At the present time, I am more interested in the question of making these farmers' co-operative organizations highly efficient than I am in organizing new associations. For, after all, the success of the co-operative movement will depend very much upon the success of the organizations already established.

The co-operative marketing association will succeed only if it performs the functions required in the marketing processes as efficiently and as economically as others can perform these services. There are a number of things which farmers should be able to do better through their co-operative organizations, than as individuals. I have, time and again, emphasized the importance of adjusting production to the market demands. To my mind one of the greatest services that the co-operative association can render its members is to supply crop and market information which will help them make such adjustments.

The co-operative association has still another important function to perform; namely, that of feeding the product to the market at the time and in the place where needed. Co-operative associations can be very helpful in avoiding the glutting of markets at harvest time, in obtaining a wider distribution of the product and in elevating the general average price received for the product as a whole.

The success of co-operative associations hinges upon a number of factors. First of all, I should say they must have honest and efficient management. If you will carefully scan the co-operatives that

have been most successful, you will find that invariably they have been fortunate in having efficient managers. It is equally important that the farmer members of the co-operative take a personal and active part in the activities of their organization and co-operate with the management in solving its many problems. If the members have the feeling of responsibility for the success of the association, they will see to it that their association is honestly and efficiently managed.

The successful co-operative association will have the viewpoint of the farmer. It will be responsive to the interests and welfare of the farmer. The farmer is not investing his money in the stock of the co-operative but he is putting into the association his entire year's work and probably that of his whole family. The things he can buy during the year, the education he can give his boys and his girls, are all wrapped up in the success of the organization. The co-operative association touches the daily life of the farm man, woman and child, and it must be operated in a manner that makes the farmer feel that he is getting a square deal. The more he knows about the details of the operation and the management of his organization, the greater will be his satisfaction. I am not urging the idea that farmers break in on management questions indiscriminately, but am saying that good management of a co-operative will recognize in the highest degree the point of view of the farmer.

The co-operative movement, in my opinion, has a real mission to perform in the solution of the farmers' problems. It can be an effective factor in helping farmers only if it is conducted along the most efficient lines, and I can not too strongly urge upon farmers that they take a personal and direct interest in the activities of their own organizations.

Farmers in this section of the country are particularly interested in the violent fluctuations of grain prices during more recent months. During the investigation carried on by the Department of Agriculture to determine the causes of these disastrous price changes I made certain suggestions to representatives of the Chicago Board of Trade and called upon them to consider constructive measures to prevent a similar situation in the future. As I see it, the grain exchanges of this country perform a useful function—at least we have perfected no better system of marketing. But when the price of wheat fluctuates 12 or 13 cents in a day it indicates to me that there is something wrong. There is no agency that can bring about more effectively a correction of this situation than the grain exchanges themselves. They must realize that they have to a large extent lost the confidence of the people and can regain this only by thoroughly putting their house in order. If they fail voluntarily to take appropriate action it is my purpose to exercise to the fullest extent such power as the existing law gives me to require them to do so.

I surmise there are many business men present in this audience today. I believe that we will more readily find solutions for the problems of agriculture if there are greater co-operation and mutual understanding between farmers and business men. The problems of the farmer are many and the business man will not have a sympathetic understanding of them unless he studies those problems. In my years of activity in the West I have been impressed with the fact that business men often have wished to be of service in promoting the development of agriculture in their region, but that quite as often as not they have been misinformed and their misguided efforts have resulted in more harm than good. Business men can help but their efforts must be constructive and based upon a sound knowledge of agriculture.

REINCORPORATION papers have been filed by the Anheuser-Busch, Inc., of St. Louis, Mo., for a period of 50 years. The capital stock of the firm is \$18,000,000. The old charter expired. The company manufactures dried grains and commercial feedingstuffs.

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## ASSOCIATIONS

### OHIO DEALERS MEET AT TOLEDO

At the invitation of the Toledo Produce Exchange, the forty-sixth annual convention of the Ohio Grain Dealers Association was held in Toledo, June 23 and 24. The various attractions of Toledo and the reputation which its grain merchants have gained as hosts, resulted in a large attendance. All sessions were held in the new Toledo Chamber of Commerce Hall, and promptly at 10 o'clock on the morning of the twenty-third President S. L. Rice of Metamora called the first session to order.

After an invocation pronounced by Rev. S. A. Beck, pastor of the Methodist Episcopal Church of Metamora, Jesse Hurlbut, president of the Toledo Produce Exchange, was introduced, who welcomed the dealers very cordially to Toledo and to the Produce Exchange. He mentioned the fact that the Produce Exchange was organized in 1849; that it had grown to be an important grain market and was known as the largest seed market in the world.

Col. C. E. Groce of Circleville responded by saying he could not adequately express the kindly feelings that the Ohio grain dealers had for Toledo. If they did not have a good time during the course of their visit, it would not be the fault of the Toledo grain trade.

#### PRESIDENT'S ADDRESS

President Rice then read his annual address as follows:

The annual report of the officers of an organization is about what a congressman I heard back in the nineties say about a Fourth of July oration. "It is a necessary evil."

Believing this, I will do as a witness, who after taking oath to tell the truth, the whole truth, and nothing but the truth, turned to the judge and inquired if that was all he wanted him to say—the Judge replied, "It was." The witness said, "Then I will make it as short as possible."

It is a privilege to hold our forty-sixth annual meeting in Toledo, a city that can well claim to have been the originator of hospitality. A city of educational buildings that command the admiration of the entire world. She has not forgotten the spiritual needs of man—her many beautiful churches are evidence of this. Her interest in civic life is well exemplified in her splendidly equipped Chamber of Commerce Building which we have the pleasure of occupying at this time. It is the second city in transportation, where, when the St. Lawrence waterway becomes a reality, unbroken cargoes of the surplus products of the Middle West will leave for every seaport of the globe. In this environment we are now assembled.

From 1880 to 1925 is a long journey. We have seen many changes during this time, yet our association is still intact and ready to render not only service to the grain trade, but in the interests of the producers and consumers, whenever any emergency arises.

The over 30 investigations by the Federal Government in the past 35 years without finding anything wrong is sufficient evidence that the entire grain trade can look their fellowman in the face without making an apology for the manner in which they conduct their business.

The "Federal Crime," I mean the Federal Trade Commission, have recently informed us through the press that they are going to do better, that is they will not in the future convict a business concern for doing wrong unless they have the evidence that they really have done a wrong.

We should co-operate with our friends the Farmers Elevator Association of this state in their efforts to get county agents functioning in the channel as they were originally intended.

The grain interests of our state and nation should put up a solid front against changing the present standards of weights and measures to the metric system. This change would mean that every scale in the United States would have to have a new beam. All statistical data would be discarded. Unnecessary expense totaling thousands of dollars would be imposed on the grain interests of this state alone. We need a stronger state organization to combat such evils, and I am sure this can be best accomplished by carrying out the plans expressed in the various group meetings held early last fall. Our state should be organized into sections and a fellowship dinner held every three or four months. Discuss the costs of handling grain; trucking costs, etc. Have a salesmanship talk—for salesmanship is very essential with the average elevator these days, where in many sections the retail part of the business is the chief source of income.

Let us not be content until we have every section of our state thoroughly organized and in each section a group working together with our state organization for the betterment of the service we render the producers and consumers. Let us put more into our association realizing that the more we put into it the more we will get out of it.

Remembering:

"There is a destiny that makes us brothers;  
None goes his way alone;  
All that we give into the lives of others  
Comes back into our own."

#### FINANCIAL STATEMENT

Secretary-treasurer J. W. McCord of Columbus, read the treasurer's report showing that after paying all debts, the Association had a balance on hand June 20, 1925, of \$1,230.35. The report was referred to the Auditing Committee.

Charles Quinn, secretary of the Grain Dealers National Association, then gave an address on the subject "The Latest Tendency in Agrarian Legisla-

tion." He declared that this was a very interesting subject for the grain dealers who had seen so much legislative activity, both state and national, during the past few years. He also called attention to the fact that it was difficult to find any great number of men who agreed upon any one subject and that in fact a thorough agreement could be reached only on some scientific subject which could be demonstrated in the laboratory.

It was this idea of a plain statement of facts, he said, that had lead the directors of the Grain Dealers National Association to commission Professor Boyle of Cornell University to prepare a brief for presentation to President Coolidge's Agricultural Commission. The brief showed that the grain trade had been investigated 30 times and the publication of the investigations would require a book of 27,000 pages. There were three or four investigations scheduled for the next Congress and yet the politicians continued to find favor with their constituents by asking for more investigations at the public expense.

Mr. Quinn explained that there were 7,000,000 farmers and about 26,000 grain men so that it was no wonder the politician was influenced by the great preponderance of votes among the farmers. He also spoke of the large sums being expended in agricultural extension work. The Grain Dealers



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National Association was not opposed to this expenditure nor was it opposed to co-operation among the farmers. He referred briefly to the McNary-Haugen bill and the activities of the Grain Dealers National organization in combatting it. He pointed out that when its provisions had become known, the bill killed itself. He said the National Association did not object to the farmer being a distributor of grain as well as a producer but questioned the policy of the Government in raising funds to support a movement that after all had to stand or fall on its own merits.

Mr. Quinn spoke of some of the activities of the National Association including the tax on telephone and telegraph messages and also paid his respects to Secretary of Agriculture Jardine whom he considered a very able and sound man. He differed with him however on the statement that "surplus can be disposed of by cutting down our production." Mr. Quinn said it couldn't be done.

The following dealers then responded as to growing crops in their locality:

H. G. Pollock, Middlepoint: We are very well pleased with our corn crop in Van Wert County. Oats will be about 60 and wheat about 30 per cent of a crop.

A. T. Ward, Fostoria: There has been quite a little improvement in the past two weeks in all crops. Wheat will run about 10 to 12 bushels to the acre. Very few early oats sown but late oats are making wonderful progress. Corn is doing wonderfully well, good color and good stand.

E. T. Custenborder, Sidney: We will have a fair prospect on crops except wheat. Oats will be about an average.

Chas. Hiegel, Leipsic: Our crops are a little below an average. Wheat is 60 per cent; oats 80; corn between 80 and 90 per cent.

E. C. Eikenberry, Camden: Our southwestern crops are looking good with the exception of wheat. We will have a big crop of oats. Corn is excellent.

President Rice appointed the following committees: Auditing—J. H. Motz, Brice; A. T. Ward, Fostoria; B. R. Hoaglin, Scots.

Resolutions—E. C. Eikenberry, Camden; H. G.

Pollock, Middlepoint; E. T. Custenborder, Sidney. Nominations—C. E. Groce, Circleville; Grover C. Cline, Ashville; K. D. Keiholtz, Toledo.

#### TUESDAY AFTERNOON

Immediately following the call to order by President Rice at the afternoon session, H. G. Pollock of Middlepoint presented a memorial over the deaths of members occurring since the previous annual meeting. These included the deaths of Lawrence E. Hiegel, Versailles, Ohio; C. K. Patterson, Piquetton, Ohio; H. W. Robinson, Cleveland, Ohio; John Duncan, St. Paris, Ohio. As a mark of respect the members of the Association arose and stood with bowed heads for one minute.

A paper prepared by Renick W. Dunlap, Assistant Secretary of Agriculture was read, in his absence by V. E. Butler of Indianapolis. The paper related to the United States Department of Agriculture and the grain trade, and from it, we take the following:

Any institution that has reached the complexity and the magnitude of the American grain trade is unquestionably fulfilling its proper functions to a large degree. The history of the grain trade shows that it is capable of responding to growing needs as they arise. But there are two things that can be said about any human institution in this changing world. First its mere existence implies that it is more or less adapted to its functions. On the other hand, the fact that conditions are always changing means that its adaptation to its functions is never perfect. You can put the thing before you succinctly this way. Stability and adaptability are necessary to any living organism, but each of these qualities implies some sacrifice of the other. If you get too much stability you haven't enough adaptability, and if you get too much adaptability you lose out in stability.

Now how does the grain trade stand in this respect? Is it too rigid or not rigid enough? Is it too conservative or too progressive? Is it clinging to old methods when new ones are required to meet rapidly changing needs, or is it throwing aside tested principles and getting itself involved in dangerous experimentation?

My view is that the trade has not altogether kept abreast of new requirements. I think this is shown by the extent to which market prices fluctuate. Twenty or 30 years ago violent changes in grain prices were an unavoidable consequence of the fact that no one then had any extensive and reliable information as to the supply and demand position of various crops. A report of rain in the Southwest or of a banner yield in India or Russia had far more than its due influence on the market because people in the trade had no adequate means of relating that information to the general crop situation. All this is now changed. Through the Department of Agriculture crop and market information is now obtained of a kind and quantity that should enable guess work to be largely eliminated from the business of the grain trade. No one, of course, can predict exactly what the yield of any crop will be far in advance. Yet, it is possible to know with approximate accuracy what the general market position of crops will be in the light of market conditions throughout the world and in the light of facts as to supplies on hand and prospective production. Failure to make proper use of this information is probably the root cause of such wild markets as we had last January.

It is, of course, obvious that there could not have been so violent a drop in the price of wheat had not ill-advised speculation previously carried the market above the point justified by the real supply. There was really no occasion for this mistake. Information was given out regularly during 1923 by the Department of Agriculture which indicated the approximate relationship between supply and demand. But instead of a market accurately adjusted to the available crop information, we had a market in which for a time the idea seemed to prevail that the sky was the only limit.

Crop and market trend forecasting has been carried by the Department of Agriculture to a high degree of precision in recent years. So confident do our economists feel that this service will bring about a new day in agriculture that they are predicting it will soon be able to adjust farm production intelligently to market needs. This aim, however, can only be realized if the commodity markets as well as the farmers learn to use economic information intelligently. It is proposed that the farmer should adjust his crops in the light of anticipated supply and demand conditions. That assumes, of course, that prices will accurately reflect supply and demand conditions. The whole plan will fail if ill-advised speculation is to continue throwing prices out of line with actual production and market facts.

Agriculture has heretofore been involved in blind production for an unknown demand. What we want is planned production for a known demand. If this can be brought about, farmers will be relieved of one of their worst handicaps, namely, uncertain and unreliable markets. Ill-advised speculation, however, can easily defeat this object by temporarily bringing about price conditions not in harmony with the underlying economic situation.

Speculation of course, is inseparable from the grain business. There is a speculative hazard involved in the fact that grain must be held from the time when it is produced until the time it is needed for consumption. No legislation can ever get rid of this fact. A grain market that enables the farmer to avoid carrying this hazard himself does him a service, because the farmer should not be a speculator. He has not enough time to specialize in that business. Speculative trading is not necessarily an evil. But it is an evil to have uniformed, irresponsible or manipulative speculation. Greater use by all grain traders of the economic service of the Department of Agriculture would, I am sure, tend to make our grain markets much more efficient and much more stable.

An educative program must be carried out before agriculture can be set free of the ups and downs that are its bane today. It is required to get farmers in the way of planning their crop planting and livestock breeding operations with an eye to probable future market needs. This would tend greatly to stabilize farm production. Agriculture can, perhaps, never be stabilized to the point where it will not have ups and downs. Such a degree of stabilization, in fact, is not desirable. Variations in the supply and demand of different products are a natural means of checking waste, of stimulating desirability at the expense of less desirable production, and of giving producers an incentive to efficiency. But, it ought to be possible to prevent the wild extremes of over and under production that take place today.

An address on the subject "Blue Sky Law" was

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made by Cyrus Locher, Director of the Division of Securities of the Department of Commerce, Columbus, Ohio. He said the first Blue Sky Law was passed in 1911 and that of Ohio in 1913. He declared that this law, as amended, was one of the best laws of its character ever passed by any state in the Union and pointed out the obligations of promoters who desired to sell stocks in Ohio.

James Boyce, vice-president of the Thomas Boyce Feed Company of Attica, N. Y., made an address on "Grain Merchandising". As a part of his address Mr. Boyce carried this message to the grain dealer.

If you grain men could carry home with you the idea and put it firmly into your business that you are going to make it a part of your every day life to devote a portion of each month in taking time to drive out, see and fraternize with the farmers in your territory, not drive out to see them simply when you want information or when you want to buy grain, or not see them simply when they call at your elevator to simply sell grain, for the poorest time on earth to form friendships is when you are in the mood to buy or when the farmer is in the mood to sell, for both of you at such times are on business guard, whereas the best times to form friendships is when the bars are down and when you can talk over freely the facts of your business with the farmer and when the farmer can talk over freely with you his problems.

Down in your heart you know that with you as a specialist in grain merchandising, you can and do, do it better for the farmer than he could do it for himself; therefore, it is a part of your job for the farmers best good and your best good to in friendly fashion instill this fact into the farmer's mind.

E. C. Eikenberry of Camden, Ohio, read a paper on the subject "Business Ethics" from which we take the following:

"Business is Business" is an old, outworn expression too often used half in justification and half in distinction. It is a relic of the days of ruthless competition, sharp practice, antedating the birth of modern ethical standards. Then there seemed a justification in the nature of business for deception and trickery and the exercise of advantage of strength over weakness and ignorance. Many a conscience has soothed itself by a repetition of this phrase even to the point of turning a disreputable transac-

approval. All legislation is the product of public opinion.

There is an inherent selfishness in business. This cannot be otherwise than true so long as business is conducted to gratify the primal instinct of man for the accumulation of material individual possessions and the enjoyment of the comforts of life. This selfishness is beneficial when it is enlightened in its conception of responsibility to society as a whole and when it is properly guided and restrained and elevated in its satisfactions. Human selfishness is necessary to human progress. It is good when it reaches by right paths and processes the power, or the wealth or the plaudits that gratify it or that satisfy it. The method of satisfaction and not the satisfaction itself determines its quality. However, it is necessary to human progress, it cannot be refined nor ennobled by legislation. "Thou shalt not" never closes a road unless that road has already been proven by human experience to be undesirable or impractical. The barrier of the law is a barrier when erected and maintained by public opinion, lacking this support it is a fiction. Motives in human action are the essentials; statute may direct the course of the stream, but it never alters the bitterness or the sweetness of the spring to which the stream owes its source. Culture nor education will not suffice nor can dependence be placed on moral sense, which often is imperfect and seldom sound. I, self, am the primary, always present factor of consideration. There is in me and in you a constant conflict between what I am and what I would like to be. There is an ego by my side. I know him as my strengthening friend, sometimes my desolating enemy. I know him as my better self or my lower nature. But after all there is an elemental reach after better things, a sort of intuitive striving toward an existence better and happier than that we experience in our toil and struggle. At any rate I want to grow toward the sun. It is this striving, this groping, this intuitive urge and hope, call it religion, call it aspiration, call it better nature, name it as you may, that must refine the grossness and soften the hardness of business selfishness and make of it an element of beneficence and progress.

The formation of a code of ethics, the expression of trade rules as applying to your business, to my business, will not alter the fact that every article in that code is to be interpreted by myself for the guidance of myself and that the benefit of any doubt as to the rightness or the wrongness of any business transaction as measured by a justification of my own conduct. The finer the man, the finer the application. Reason may err, the spirit of the man determines the delicacy of the perception by which we determine the moral quality of the transaction.

Modern business is complex beyond comparison with business of times even no more remote than a generation. It is the most absorbing game at which men play. It may be likened unto modern sports which are highly organized depending on skill and scientific training. The knight of old, clad in armor and ready for the lists, a grand and romantic figure, would, on the modern foot-ball field, be but a helpless, useless, floundering piece of junk. Force and brute strength have fled and skill and science and intelligence overcome. As an element and agent of achievement, the strength and force of a Saul fail in sorry comparison with the tact of a David or the prudent wisdom of a Solomon. The clumsy barter, the ruthless bargain the "take who can and give who must" of yesterday in business has developed to a complexity of purchase and sale, of collection and distribution founded upon the multiplied desires of men and related to their endless necessities, all directed by currents of transportation and swiftness of communication that in that age are regarded the highest achievements of material civilization. Swiftness of decision, skill in maneuver and the ability to perceive, classify and appraise multiple related factors in any transaction are fundamental and ability to meet these demands determines the relative success or failure of him who would engage in business. Industry is becoming more and more scientific, and business is meeting reference as a profession. Schools of commerce abound and men are now educated for business with practically the same regard as that with which they are educated for the professions, while except in outworn, ultra-exclusive circles, there is no social distinction adverse to the individual who engages in trade.

Now you tire of this philosophizing and I know it is infinitely dry and distasteful, but what I would have you do is to answer for yourselves one or two principal questions that may in their answers relate themselves to the things I have propounded.

First: How is the conduct of your business sustaining that higher life you would like to live and is it building that finer individual you would like to be? Do the practical affairs of life keep you on a plane of existence more or less below your ideal? Do you commit yourselves to practices that are repugnant to your better nature, but for which you make excuse founded on the presumption that the necessity to succeed in business demands such practices and that a mortification of spirit is the price you must pay? Contrition precedes repentance. Business standards are being refined. It is the realization that ideals of conduct can be vitalized in the affairs of business that is resulting in the discard of some old methods as imperfect and antiquated. Business can be conducted openly, honestly and on a plane of mutual benefit and it is being so conducted. Your business may be your creation, but just as surely you are the creature of your business.

Eight hours or more a day, every work day of our active lives, exercising our utmost ability with a fixed intent to survive and succeed, wielding with caution, speaking guardedly, striking quickly, calculating, concentrated, absorbed by the necessities actual or assumed of your business career are the makers of the real man. What sort of men has been the product? Are men of character, of honor, of keen sensibility, are we credit to ourselves as men builders? In the transaction of affairs I wish I might see myself as you see me. Then, too, the appraisal might be high or low, as I should be judged by your standards and who will approve them. So there you are again. But down in the heart of every man there lives a fairly decent conception of what is to be approved in human conduct and what is merely to be tolerated, or what bears the stamp of expediency. This is not morality, not religion but a sort of ethical intuition, not the product of reason or training but a sensitive, quickened conscience that in a definite manner reaches conclusions by a process that is indefinable but which are applied clearly and critically.

Competition in the grain business is keen and frequently unscrupulous. Territory is limited and facilities for grain handling have been multiplied beyond reason. The savings of your life are invested, others are involved and you likely cannot get out without a loss and a feeling of defeat. Perhaps you are not very happy, there is constant strain, irritating occurrences and a sense at times of slipping. How much you wish it were all different. Lives have grown dark and sour, breeding suspicion and with a waning confidence in human nature, incompetency results and

reverses, and away they slip into oblivion, bitter and resentful. God save us from an embittered old age full of reproach and dead longings. The Master said "Well done, good and faithful servant." Nothing said about success; in fact Holy Writ rarely mentions success, always faith and fidelity. Somewhere or somehow there must be relation of Faith and Success. It has to do with ideals and we wonder if faithfulness to a worthy ideal does not produce the surface indication that we call success. You have built a business great or less great: did you build it or did it merely happen? Had you any plans, does it fulfill what you are pleased to call your ambition? There is no happiness so real as the attainment of your ambition, if that ambition has a worthy object and it was achieved in a manner honorable and without regret. Take Wright Brothers, the bird men. In toil, in failure and amidst difficulties he was before them. Before the plane was formed for the air, it was in their minds and before your business was, it was in your mind. While you were working it out, it was working out the man. It was developing hope and faith and self reliance and the bigger it grew, the bigger you grew and the wider grew your conception of responsibility to the constituency you served or sought to serve. It got big enough, if you got big at all, that somebody else believed in it and believed in you and if it was to be permanent as you hoped, you sensed the fact that service was to be the chief cornerstone, yea to be all the stones of the foundation.

There is a new order toward which industry is striving. In the half light, business is groping its way toward the attainment of a plane of service which will more nearly fulfill true responsibility for the happiness and comfort of mankind. We may establish business contact with a limited number of individuals but personal success depends on the clearness of our vision and definiteness of our aim to meet this responsibility. Those without vision perish; selfishness is their weakness; if you have survived you may treasure the fact that you were strong and worthy. There is a happiness in business; just as much as ever if we can rise above the gloom. Our ears must be so attuned as to catch the notes of appreciation and gratitude and not of despair and despondency, and our hearts should be strong and fed by the faith that time heals all evils and that each day we are approaching more closely the time when the grain business is again coming into its own. It is said there is a spiritual value in every pursuit or activity in which man engages and I am inclined to feel that we are finding a value in the strengthened confidence in the essential character of our industry, in the faith that its pursuit along lines



H. G. POLLACK AND J. K. POLLACK

tion into a subject of self-congratulation. The man of business, in private life might be an idealist by nature, a lover of his fellows, ready to aid the needy and comfort the distressed, but when he played the game his better impulses were suppressed and no soft emotions were permitted to soften the hardness of his bargaining or the relentless with which he pursued an advantage. There was an immediateness about the results he sought to achieve that drew the curtain on the future. The profit of the present loomed so large as to hide the reputation of the future. The shadows held the conception that by fair dealing and service the foundations of a structure might be laid in the present on which in the future a business edifice might be reared which should be the source of a constant stream of profit.

The old order is passing. Business may not be more moral but it, at least, is more prudent, exercises more foresight. The profit of today is not ignored but more consideration is bestowed on the policies of the present in relation to results of the future. Approved business devices of a generation since would now be esteemed disreputable if not actually criminal. For instance, the acceptance of rebates on freight charges, on insurance premiums, on commissions or brokerage fees, if not legally forbidden, have been stigmatized by public opinion as disreputable and unworthy. Business morals have been written into law. There is a wide-spread confusion of cause and result. Morality has not been legislated into business. All the legislation on all our statute books has not and cannot make men, nor the business of men moral. Morality ever is the product of conviction and is from the heart. It receives its impulses from deep lying motives. Moral standards develop under the warmth of conviction and the light of prudent understanding. They grow into laws at the behest of public opinion and are in no sense the product of legal enactment. Experience, enlightenment, education develop their height and character, legislation follows and records. Then pointing to the nature of its laws and the excellencies of their statutes, a people boasts of its progress. The progress was actual before the record was made. The figures on the score-board did not win or lose the game; they are but the record of the movement of the players. They are history, preserving for the future evidence of the skill of the actors of the result of their impulses and motives. We have a happy genius of enacting into laws principles which we have proven and rules of conduct which have already passed the stage of intelligent



WILL CUMMINGS AND BEN HOFFNER

of honor and rectitude will hasten the restoration of its prosperity and in the hope for happier conditions; confidence and faith and hope, the roots and sources of life and energy and achievement. Without these man dies, with them he lives to fight another day.

## TUESDAY EVENING

The principal social feature of the meeting was the banquet and entertainment on Tuesday evening, and the local committee, headed by Fred Mayer, had made very elaborate preparations for this event. It took place in the Chamber of Commerce banquet hall and as not a single person side-stepped the occasion the hall was well filled at seven o'clock. Good things to eat, an excellent program headed by Murphy's Ice House Quartette, so called, but really a band of nine fine singers, together with community singing under the leadership of Fred Haigh, made a memorable evening in the annals of the Association's history. Mention must also be made of the fine work of Will (Bill) Cummings as accompanist at the piano for the singers and that of Ben Hoffner on his new "Bacon" Banjo. The presiding officer was President Rice, and Jesse Hurlbut, president of the Toledo Produce Exchange ably performed the duties of toastmaster.

The speaker of the evening was E. R. Kelsey, secretary of the Rotary Club, whose subject was, "The New Note in Business". In brief it was an excellent address, listened to attentively throughout and the new "note" was greater altruism in our business and social relations, and the application of the Golden Rule.

## WEDNESDAY MORNING

After President Rice had rapped for order, the Wednesday morning and final session opened with

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an address by Frank J. Delany, member of the Chicago Board of Trade on the subject, "The Grain Business of the United States". It was in part, as follows:

If there is something wrong with the marketing of grain in America, we ought to know it, and we ought to have brains enough to furnish the corrective measures that we might determine to be necessary.

If there are details of our business methods or if the system under which we operate in performing our part in this great public function, is defective in particulars and consequently works injury, it behooves us as patriotic citizens to lend our talents toward perfecting errors of practice or method. The regard for our own interest as merchants with an important investment at stake and a decent desire to conduct our business fairly, honorably, honestly and profitably, should impel us to make a serious effort to see to it that the conservative opinion of our fellow citizens approves our business and its methods.

In the conduct of our daily business we find all of our mental energies absorbed in the effort to meet successfully the constantly changing problems of our business.

We know that this great commercial activity is really a very delicate structure of rule and custom and method and practice. We know that problems of transportation, finance, quality, condition, and of domestic and world commerce develop daily. We know that ill considered and hasty changes produce damaging results, often times in directions least anticipated or expected.

Fools as well as philosophers are considering our activities at present.

Let us furnish to the discussion, if we can, when opportunity offers, the constructive sanity of thought and expression that always ultimately solves most problems, to the end that progress may be made and disaster avoided.

Consider the enormous economic service performed each year by the American grain trade. Including the smallest purchaser from the producer at the most remote point, the smallest distributor to the most inaccessible consuming community, as well as the largest speculative trader, the largest exporter, the largest domestic distributor of grain and grain products, all members of all exchanges. The American grain merchants must each year, and do each year accomplish.

**First:** The actual movement of the surplus produced in some section of our country to the consuming sections of our own and other countries. The carry-over from one crop to another is therefore in quantity only what the producer's policy determines it shall be.

**Second:** The maintenance of open markets on which any buyer may procure his supplies in any quantity at any time at a fair price for immediate or future delivery, as he may desire. Where any seller may sell his grain, under fair terms, for a fair price, for immediate or for future delivery.

**Third:** To produce fair prices these prices arrived at through the medium of accomplished transactions on grain exchanges must on the whole fairly and accurately reflect the operations of the law of supply and demand. If they fail to do this in any emergency their economic value is impaired to the extent that they do fail and if they continue the failure for any length of time, they must ultimately cease to exist because the competition of other markets will close them. There must be on these exchanges merchants who will sell when buyers want to buy and who will buy when sellers want to sell.

**Fourth:** The terminal must furnish an adequate volume of capital and adequate physical facilities, to meet the demand of temporary peak movements of grain and from which may be supplied immediately, temporary large emergency demands.

The small merchant at the remote country point in his limited way serves his patrons precisely thus, or he would not survive as a merchant. He is thus an essential part of the system and in his way is quite as important as the largest trader or dealer in the large terminal markets.

But it is in the large terminal markets that values are established. The values established are simply the record of the prices arrived at by merchants in their trading with, and in their competition with each other in that trading. And the prices established by the daily trading in terminal markets is of course the basis of values established at remote country points, for (excepting, of course trading between neighbors) the price of grain at a remote consuming or producing point is the price plus or less freights and other incidental charges from or to the most advantageous terminal market.

And because of the high efficiency of the American transportation service, and the accompanying presence of the efficient American grain merchant there are few points in this great land of ours which have not the choice of many markets from which purchasers may draw their supplies or to which sellers may ship their supplies.

While most of us sense these facts, few of us really visualize them as clearly as we should. But if we will call to mind the opening up of our country by early explorations at the Atlantic and Gulf seaboard, the immediate penetration of traders to the interior via the water courses, the building of cities at ports, the gradual movement of the frontier westward from the Atlantic via the Hudson River, later via the Erie Canal to the Great Lakes, and the coincident penetration via the Mississippi, Ohio and Missouri Rivers, the building of cities as traders gathered on the new frontiers; the tendency of early rail lines to follow water routes for engineering as well as for commercial reasons: we will understand how the irresistible force of economic necessity, established initially, this movement of grain from the West to the East and from the North to the South. We will realize how the factors of climate, population, transportation, finance and all elements working toward human convenience and happiness continue to compel this movement always, it seems, in keeping with the flow of the waters.

We have seen the seaboard cities, the first terminals give place in primary importance to newer terminals nearer newer fields. Thus came Buffalo, Cincinnati, Detroit, Toledo, Memphis, St. Louis, as a new frontier, followed by Chicago, Minneapolis Duluth and later by Kansas City and Omaha, and then by still newer southwestern and Pacific Coast Terminals as the rails were flung across the teeming prairies and plains and even scaled the Rocky Mountains.

Always the grain merchant made a market in each new city, always the other merchants and bankers supported this activity, realizing what prominence as a market meant to the growth in all a stimulus first and a basis later for lines of commercial activity of their new city.

And so we have flung across our country wherever rail and water meet, markets all of enormous importance to their own particular territory and all supporting others as secondary or relief terminals.

And all of these markets compete with each other daily and all of the merchants in each compete daily with all of the merchants in the others. For grain is such a fluid commodity that difference of  $\frac{1}{2}$  of 1 per cent in the net price will absolutely change the course of a given carlot. That difference will change the course of a car of grain in Iowa from a movement towards the Atlantic seaboard via the Great Lakes to a movement via the Gulf to Europe or via the Missouri River gateways to Mexico, or to the Pacific Coast.

Surely if competition of buyers with one another for the farmer's grain can insure the maximum of price, and competition among sellers for the consumers' order for a carlot can insure to the consumer a minimum cost, then both benefit by the maximum of competition which our present system produces.

And if the merchant who, bidding from terminal markets for the farmer's grain is trying to make his bid the high bid and is endeavoring at the same time to secure the buyer's order for the grain by quoting a minimum price to that buyer, is able to conduct his business at a minimum of risk and consequently on the basis of a minimum of profit because of the maximum of safety, due to the use of hedges and because of the trade for future delivery. If that merchant by the use of the pits can eliminate speculative hazards from his business and can thus work on a fraction of the margin he would otherwise require in order to be safe, then both producer and consumer reap a real benefit from the trade in future delivery, namely, from the trade in the pits. And if the merchant can continuously find an open, liquid, free market in those pits to place his hedges because of the presence there always of a multitude of scalpers and speculators whose activities make hedging operations possible, then both producer and consumer are benefitted by the presence and by the daily trading of the scalper and of the speculator.

J. F. Patterson, division freight agent of the New York Central Lines, Toledo, talked upon the subject of "Transportation" featuring its growth and its necessity to the prosperity of the country.

E. T. Dickey, president of the Farmers Grain

our principal unfair competitor persists in disseminating the seeds of discontent among our patrons, which is really more detrimental and costly to us than the result of the volume of their actual commercial activities.

Education is the solution. With the proper effort on the part of all elevator operators, the uneconomic, unsafe methods and purpose of our unfair competitor may be revealed to all of our patrons. The results will be mutually beneficial to them and to us.

Country grain elevators are a valuable community asset. The value of farms and other property in the vicinity is enhanced on account of their convenience, ability, and willingness to render daily efficient economic service to the entire community, and they need and are entitled to the patronage of all progressive loyal citizens of the community.

D. J. Schuh, executive secretary of the Cincinnati Grain and Hay Exchange, was called upon and gave the assurance that the Cincinnati market was always ready to serve Ohio dealers at all times and in the best possible manner.

Fred E. Watkins, speaking for the Cleveland market said this had been one of the best state meetings he had ever attended. He thought that while there were still legislative blocs at Washington yet the grain trade had cleaned house enough to make any further drastic legislation unnecessary. In his opinion we should talk less taxes, less Government interference, greater thrift by Government as well as by individuals and stop following false gods.

Chas. Latchaw, secretary of the Farmers Grain Dealers Association, congratulated the Association on its good meeting.

D. M. Cash stated that the Ohio Farm Bureau was working harmoniously and living up to the rules of business.

## RESOLUTIONS

The resolutions offered by the association's committee, bore on the elimination of county agents, commendation of the Grain Dealers National Association, and thanks to the Toledo hosts.

E. C. Eikenberry, chairman, gave the report of the Committee on Resolutions. It was unanimously adopted as follows:

Whereas, We all should be and are interested in the economy program of President Coolidge and Governor Donahey, and all should be cognizant of the fact that one way to economize is to stop some of our leaks, one of which is our needless, meddlesome county agents; therefore, be it

Resolved, That this organization endorse the action of Portage, Hardin and other counties whose county commissioners have declined to make appropriations in support of their county agents, and request our members to use their influence with their county commissioners in their respective counties to withhold their appropriations for this purpose.

Whereas, The Grain Dealers National Association has inaugurated and is pursuing a constructive policy of expert investigation of economic problems as they affect the grain trade; therefore, be it

Resolved, That we express our approval and appreciation of this service and pledge the support of the Ohio dealers to such activity.

Whereas, The appointments for this convention were so well arranged and so accurately fitted to the comfort and convenience of its members; therefore, be it

Resolved, That we hereby express our thanks to the members of the Toledo Produce Exchange and to every individual having anything to do with the arrangements in general, and more especially to those responsible for the superior quality of the entertainment provided for the fellowship dinner.

J. H. Motz, reporting for the Auditing Committee said the accounts of the secretary-treasurer had been found correct.

Kenton D. Keilholtz gave the report of the Committee on Nominations. He pointed out the excellent work done by the officers of the Association and especially commended the efforts in behalf of the organization made by President Rice. He said that believing one good term deserved another, the committee had named the old officers for reelection. The report was then unanimously adopted as follows:

For president, S. L. Rice, Metamora; vice-president, J. H. Motz, Brice; secretary-treasurer, J. W. McCord, Columbus.

Governing Board: E. O. Teegardin, Duval; C. A. Hiegel, Leipsic; Edgar W. Thierwechter, Oak Harbor.

A resolution proposed by Henry L. Goemann was adopted that as it had been the declaration of Mr. Delany that trading in privileges on the Chicago Board of Trade would check violent fluctuations in grain prices, the Board should be requested to take steps to reestablish privilege trading.

E. H. Beer of Baltimore stated it did not look at this time as though Baltimore would handle much grain from Ohio for export. He said he had enjoyed the meeting and had only missed one Ohio meeting in 15 years.

H. G. Pollock said he had heard there was a movement on foot providing for more local meetings. He wished to give this movement his hearty support and pointed out the great benefits resulting in coming together more frequently.

Henry Hirsch, vice-president of the Toledo Produce Exchange expressed the hope, in behalf of the Exchange, that the dealers would go home feeling refreshed and greatly benefited by the excellent program of the meeting.

Secretary McCord thanked the Association for the new expression of confidence in him. He explained that they hoped to have 6 or 7 local meetings during the month of October.

The meeting then adjourned sine die.



E. L. DILLON, CYRUS LOCHER, H. P. MANN

Dealers Association of Ohio, spoke upon the "Benefits of Organization", pointing out the changed conditions for the better, due to a closer relation of the dealers among themselves and with the farmers.

E. T. Custenborder, of Sidney, delivered the following address on the subject, "Unfair Competition."

Most of us at times feel that we have our full share of unfair competition, and it is quite probable that we are able to justify that assumption. The farmer companies occasionally complain of unfair, unethical treatment by their old line competitors, and frequently their complaints are justifiable.

The independent dealers counter with the claim that their farmer company competitors employ tactics that are not strictly in accord with the true co-operative spirit, and they may be able to justify their position.

Both independent and farmer companies are permanently located, physically equipped with ample storage capacity and permanent competent employees to efficiently and economically serve their patrons every business day of the year. Their imaginary differences are rapidly being ironed out and both are equally interested in curbing the activities of their unfair competitors, the "Snow Birds", and the Farm Bureau.

The cost of handling grain and supplies at the various permanently established country elevators, regardless of the name or style of the company, does not materially differ. While at times our costs may appear to be higher than those of the unfair competitors who have neither the equipment nor the facilities to render the quality of service our patrons demand and are entitled to receive, will in the future as in the past prove to be lower.

Our handling charges are on an average so small that when the market remains constant as it occasionally does, we lose. If the market should decline, and it frequently does, we lose more. An advance in the market while the grain or supplies remain in our possession is our only opportunity to show our stockholders a dividend on their stock investment in our elevators.

Unfair competition is largely responsible for most of our ills. To discover and apply the proper remedy should be a leading feature in organization effort.

Notwithstanding all of these conditions and hazards connected with servicable economic merchandising,

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## INDIANA DEALERS VISIT MICHIGAN CITY

The mid-summer meeting of the Indiana Grain Dealers Association was held at Michigan City, Ind., June 25 and 26. The convention was held under the auspices of the Chamber of Commerce of Michigan City and, in fact, it was this body that invited the grain dealers to visit this beautiful city at the southern border of the lake. The entertainments provided by the chamber were an agreeable contrast to the regular business sessions. They included an invitation to the Rotary Club Luncheon on Thursday noon; a trip by automobiles around the dunes at four o'clock, and a reception and dance at the Lake View Casino on the shore of Lake Michigan in the evening.

On Friday morning at 8:30 o'clock, the association was taken on a tour of inspection through the state prison and in the afternoon at 2:30 o'clock, special cars took the visitors to Gary, Ind., where

On the contrary, there should be fewer laws and government agencies and less governmental interference in business.

Frank J. Delany, member of the Chicago Board of Trade, gave an address on the same lines as that delivered before the Ohio Grain Dealers Association and which is published in our report of that meeting.

C. O. Morris, assistant to the chairman of Western Committee on Public Relations, Chicago, Ill., in discussing the question of "Transportation," pointed out that the improved transportation service of today, is largely due to the efficiency of private operation and to the investment of billions of dollars for new equipment and for wide-spread improvements.

The chair appointed the following Committee on Resolutions: V. E. Butler, Indianapolis; Charles Ray Couts; Bennett Taylor, LaFayette.

Professor G. I. Christie of Purdue, on being introduced by the chair, said it was a surprise for him to be there but his presence was due to a re-

unable to be present, he spoke of some of the activities of the Grain Dealers National Association. He urged greater loyalty to the national organization which was taking care of very many important matters that could not be handled by the state organizations. He also extended an invitation to the dealers to attend the annual convention of the association to be held in October at Kansas City, Mo.

Lew Hill of Indianapolis explained that he was a member of the Membership Committee of the Grain Dealers National Association and would be glad to receive applications for membership.

Jas. J. Fitzgerald spoke on the subject of "Some Unfortunate Fire Hazards," during which he gave statistics on fire losses in the United States and urged greater care of elevator properties with the view of stopping this enormous waste.

### THE FUTURE OF THE GRAIN TRADE

Frank L. Carey, president of the Chicago Board of Trade, read the following paper on the subject, "The Future of the Grain Trade."

The eyes of the nation have been turned upon the grain trade in recent months.

This new interest was created, as you know, by reason of the extreme price fluctuations during the first three months of the present year. As the Chicago Board of Trade is the great center of future trading in grain, criticism for such fluctuations has been directed chiefly at that association.

The Chicago Board of Trade was no more responsible for the steady rise in wheat prices than it was for the later decline in prices. Any one familiar with the grain business and the present methods of marketing is well aware of that fact. The Chicago Board of Trade neither buys nor sells grain. It simply provides a trading place for buyers and sellers of the world and enforces rules governing such trading. It is because the Board of Trade is the hub of grain marketing that a substantial part of agriculture blames that exchange for any sudden price adjustment which may be disturbing to owners of grain.

Perhaps never before has the market gone through a more difficult period than that which began with the upward swing of prices.

When a world shortage of wheat seemed inevitable last summer the speculator, so often pointed to as serving no commendable purpose, foresaw the situation and stepped into the market. Prices marched steadily upward at a time when the farmer was disposing of the bulk of his crop. The farmer greatly benefited accordingly.

In this connection, it may be stated that during the last six months of 1924, the Chicago Board of Trade and other markets absorbed enormous receipts of wheat without a break in price.

To be exact, from July to November, receipts at primary markets in the United States were 362,000,000 bushels, against 221,000,000 bushels the preceding year. In other words the farmer dumped on the market in five months 141,000,000 bushels of wheat in excess of the normal flow.

What might have happened without the speculative and investment interests in the market? Simply this: The farmer would have disposed of his wheat before the true situation became apparent. Long after he had sold his crop there would have been an awakening to the fact that the world had an extremely short supply and that the wheat was worth far more than the farmer received.

Therefore, I state without qualification that the speculative market served the farmer last year in a



PRESIDENT E. K. SOWASH AND FAMILY MOTORED TO THE CONVENTION

the steel mills were visited. The entertainment features proved a most delightful part of the two days' meeting.

The three open sessions of the convention may be said to have opened at the Rotary Club Luncheon, where E. K. Sowash, Crown Point, Ind., president of the organization, following the serving of the ice cream and coffee, pounded his gavel and introduced the officers of the association and the Board of Managers to Rotarians, at the same time expressing the pleasure of the organization in holding its convention in Michigan City. Then the president of the Rotary Club introduced A. E. Reynolds of Crawfordsville, Ind., as a brother Rotarian and speaker of the occasion. Mr. Reynolds gave a very able address and was listened to attentively throughout. The address is published in full on another page of this issue.

Immediately following the luncheon at the Rotary Club room the convention reconvened in the Scenic Room of the Spaulding Hotel, the headquarters of the convention. President Sowash called the session to order and after singing of *America* an invocation was pronounced by Rev. Elmer Jones, pastor of the First Methodist Episcopal Church of Michigan City. Then W. K. Greenbaum, executive manager of the Chamber of Commerce of Michigan City, welcomed the dealers to the city. He said the city felt honored by having the Indiana grain dealers in their midst and spoke of the importance of the deep waterway channel from Montreal to the Great Lakes, dwelling at some length on the benefits it would bring. He also stated that some day they expected to have a grain elevator in Michigan City. He hoped the visitors would carry pleasant memories of Michigan City after they had left for home.

H. H. Deam of Bluffton responded to the address of welcome by saying the dealers had been made doubly welcome to the city by the series of entertainments so generously provided. He spoke of the advantages offered by Michigan City for a terminal elevator and moved that a committee be appointed to investigate the possibilities of a new grain elevator there. This motion was put by the chair and carried.

An address was next given by Hon. A. J. Hickey, member of Congress from La Porte, Ind. Mr. Hickey traced the industrial development of northern Indiana and thought that the project of a new terminal elevator at Michigan City should be thoroughly investigated. He pointed out that the farmers and grain shippers of Indiana could not help but be greatly benefited by the development of the St. Lawrence Deep Waterway and expressed the opinion that legislation could not take the place of economic laws in solving the problems of the farmers.

quest from former governor James P. Goodrich to take his place and speak on the work and accomplishments of the Deep Waterways Commission.

He said this was not a new subject but day by day we were getting close to its fulfillment. The project had been opposed by concerns in Montreal who, after spending vast sums in developing the



EMBARKING FOR HOME AFTER THE MEETING  
Mr. and Mrs. E. K. Shepperd, and Mr. and Mrs. Lew. Hill

harbor there, feared they would suffer from it. However, said Professor Christie, when we think of this great development, we do not consider individuals or cities alone but the whole of the country. Indiana had appropriated some money and was heartily supporting the proposition.

Professor Christie also outlined the work of Purdue University in developing new varieties of wheat that met the needs of millers. This work had produced two varieties, Michikoff and Perkoff, Soft wheats of high yield, adopted to grow in Indiana and which had proved excellent for milling.

### FRIDAY MORNING SESSION

The final session of the meeting opened with an address by Elmer Hutchinson of Arlington, in which, at the request of President Fred Horner, who was

highly efficient manner, for it gave him a much larger return for his crop than he would otherwise have received.

As the crop year moved onward, as other nations began methods of wheat economies, and as information on world supplies took more concrete form, it became apparent that while wheat was extremely valuable, there would not be an actual famine.

In the meantime, however, a great wave of public speculation had swung underway. The soaring price brought forth protests—not from the farmer, to be sure—but from those claiming to represent the working man. Such protests, directed at the government, resulted in a brief inquiry, which was followed by a statement from the Department of Agriculture to the effect that world supply and demand, and not excessive speculation by any group of interests, had brought about high prices. Further it was stated that, on the basis of existing conditions the prevailing prices were warranted.

That was the genuine belief of those who are expert in studying the world wheat supply and demand. It was the belief based not on superficial evidence

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but on facts obtained from the various strategic points throughout the world.

Can the Chicago Board of Trade, though it is composed of some 1600 men of high business integrity, but men who are only human beings with all the frailties of the human race, can the Chicago Board of Trade determine when wheat prices are 10, 20 or 30 cents too high in the face of a world wheat famine? Is the Chicago Board of Trade any more competent to judge to a nicey the value of wheat than the governments of this and other nations with their large staffs of able men who have spent their lives assembling such statistics?

Can the Chicago Board of Trade in a period fraught with gravest uncertainty as to the spreading of the wheat crop across the earth, keep those who want wheat from buying wheat, or keep the speculative public from seizing upon wheat that may be of greater value later on?

All the Chicago Board of Trade or any other exchange can do is to provide the machinery for the marketing of the crop and enforce rules that must be observed. When the holders of wheat or the speculative public learn that there is enough wheat to go around and the prices are too high, a wave of selling is inevitable. That is what happened last March. And just as the fever of speculation, fired by the world situation that meant almost inevitable famine, carried prices to a greater height than was justified by facts, so the wave of liquidation carried prices lower than the basis which actual value justified.

But as I have said before, we were in the midst of an unprecedented situation. No single man was able to say at any time whether prices were actually too high or too low.

## Trouble for the Grain Exchange

Trouble for the grain exchange came with the downward slump of prices. It is possible that the recession was intensified to an extent by the activity of a very few professional traders.

I hold no brief for such professional traders who may at times indulge in excessive speculation. But again we come to the question, What is excessive speculation? At one time of the year a large volume of trading may be most helpful to the market, and could in no sense be termed excessive speculation from the standpoint of the welfare of the market. At another time, possibly during the same crop year, the same volume of trading might constitute what would be deemed excessive speculation from the standpoint of the welfare of the market. But as you will see, it is an extremely difficult thing for any one man or any group of men to draw the thin line between speculation and excessive speculation.

Every man in the grain trade is opposed to the speculator who attempts to artificially change the course of the market. While such effort can have but a temporary effect, the fact remains that it is disturbing to the whole trade and thoroughly distasteful.

A law was enacted which places the grain exchanges under the supervision of the government. One of the outstanding purposes of the law was to prevent this excessive speculation by individuals. The Government has access to all information in this

late large lines. Nor is it surprising that a governmental supervising body in such a period of extreme activity finds it difficult to instantly ferret out abuses which are quite likely to creep in. The point is that the exchange and the government have worked closely and intend to continue working closely until a solution has been reached.

When one considers the vastness of the machinery used for marketing our colossal grain crop it is not hard to see how abuses can creep in.

It is to the credit of the exchange, however, that over a period of years the major abuses have been completely eliminated one by one. Even a superficial study of the records will show how the grain exchange has gradually risen to a position of commendable efficiency when viewed in the light of the enormous task it is called upon to perform.

It is the aim of the exchange, however, to constantly seek a goal that is as near 100 per cent efficient as can be attained. In this connection, the exchange has for several weeks been giving deepest consideration to ways and means of preventing extreme price swings such as were experienced during the unprecedented period of last winter and this spring. These efforts will be continued until a solution is reached. Experience has taught, however, that hasty action or unwise interference with so sensitive a piece of commercial machinery as the grain market, only brings disastrous results.

During a recent visit to the Chicago Board of Trade by Secretary Jardine, there was a very frank discussion of ways and means of preventing wheat price fluctuations.

One good suggestion advanced by the Secretary was the establishment of a more modern clearing house by the Chicago Board of Trade. That such a clearing house would be beneficial and tend to a condition of greater stability in a period such as we have passed through, there can be no doubt. The establishment of a clearing house, however, is no small task. Nor does it meet with the unanimous approval of the exchange members. There are arguments on both sides. But many members who formerly were opposed to the step—men of high standing and great integrity—are willing to swing their support to the movement because of their high regard for Secretary Jardine and their determination to carry to a successful conclusion constructive suggestions that may benefit the trade as well as the public.

Accordingly, preliminary work for the establishment of such a clearing house is going forward at this moment. And it is our genuine desire to carry the project to a successful conclusion without a moment of unnecessary delay.

But this is only one of several steps toward a complete solution of our problems. We do not know that any one of these steps will accomplish everything desired, but we do know that each will help, and we are determined to do our own correcting rather than submit further to the blundering activities of politicians who would strangle the grain exchange and every other industry in the country if it meant the advancement of their own selfish aims.

We know that the administration is desirous of protecting business from these industrial raiders who have in the past kept the channels of commerce churning with uncertainty and in many cases hampered the normal progress of the nation.

And the grain exchange is going to do its full part by first inaugurating every reasonable policy that will tend toward a higher efficiency and that will forever put an end to the criticism, both deserved and undeserved, with which it has been assailed during every period of external price conditions.

The grain exchange is here to stay. Its importance in the world of commerce and agriculture cannot be exaggerated.

It will be many, many years before any new system of marketing can be developed that will properly replace the present system, for today the farmer's grain is marketed at a lower toll than exists in the marketing of any other staple food product. Leading economists of the world have referred to the Chicago Board of Trade as the most economical distributor of food products in existence. But that does not blind us to the fact that improvement is always possible. And constant improvement shall continue to be the aim of the Chicago Board of Trade.

As to the economic side of the grain situation, the outlook is promising. The American farmer is swinging into a period of prosperity. His condition is steadily improving. The general outlook is far better than at any time since the war.

Wheat prices are still high and indications are that they will remain high for a long time to come. While prospects are good in the Northwest our smaller Winter wheat crop will tend to tighten the world position, as will also the fact that bins were rather cleanly swept. Quite likely there will not be a period of over-production for the next few years.

This situation points to an era of good times for the grain farmer as well as for the grain trade generally. One thing can certainly prevent this prosperity, however. I refer to a downpour of stupid legislation. It is a curious fact that when the marketing system is disturbed, prices invariably get out of line, and the farmer as well as the grain trade suffers.

I trust that a new day is dawning—a day of peace for the producer and distributor of grain. The Chicago Board of Trade shall do its utmost to hasten this day.

Following the reading of his paper, Mr. Carey explained the process of hedging as practiced in his own business. He operates about 190 elevators with the same number of managers constantly buying grain. Whenever the managers bought more than 500 bushels of grain they wired the amount to the home office and futures were sold against the purchase for insurance purposes. The grain was shipped to the terminal where it was tributary and later sold in the best market obtainable. When the grain was sold the future was bought in. In the meantime if the market was higher than at the time of purchase he made a profit on the cash grain. If it was lower when sold the profit was made on the future. The one balanced the other and allowed a reasonable profit for handling the grain. Mr. Carey stated that he did not advise farmers to sell in the future market because, as a general rule, they were not informed on this form of trading. He thought the farmer should visit the terminal market personally and learn how future trading was carried on.

J. Carver Strong of Chicago, made an address on the subject, "The Metric System." He explained what the metric system was and pointed out the

trouble and confusion that would result should the system be adopted in this country.

Hon. Albert H. Vestal, M. C., chairman of the Congressional Committee on "Coinage, Weights and Measures," spoke on "Standardization of Weights and Measures." He stated that from the letters received he had found the people about equally divided on the proposition and that he himself was not in favor of the adoption of the metric system. Anyone could now use the system who wished to do so and he thought it best to keep it that way.

H. R. White of Scott, Mich., spoke briefly and invited all those present to attend the annual meeting at Detroit, July 27 of the Michigan Hay and



CHRISTOPHER STRASSER AND WILLIAM J. DAHL

Grain Dealers Association, of which he was president.

## COMMITTEE RECOMMENDATIONS ON WHEAT VARIETIES

E. E. Elliott of Muncie, of the Committee on Wheat Varieties best suited to Indiana, gave the recommendations of the committee. The report was in part, as follows:

What varieties of wheat are most suitable for Indiana? Should varieties of Hard wheat be grown and under what conditions? These and other important questions on the Indiana wheat crop have been raised by farmers, millers, grain dealers and marketing organizations. A committee of the Indiana Millers Association, the Indiana Grain Dealers Association and representatives of the Agricultural Experiment Station have given consideration to the subject, and make the following recommendations:

**First.** The following varieties of wheat have given satisfactory results under Indiana conditions: Michigan Amber, Fultz, Poole, Rudy, Trumbull, Fulhio, Gadden, Nigger or Winter King, Goens or Red Chaff, Michikoff, Purkoff.

**Second.** When selecting varieties of wheat, farmers should give careful consideration to market needs, soil and climatic conditions, and results of demonstrations and experiments.

**Third.** Indiana grain dealers and millers should cooperate with farmers in securing good seed of suitable varieties.

**Fourth.** Seed certification has for its object the wider distribution of pure, disease-free and weed-free varieties of high quality. The production and dissemination of such certified seed should be encouraged to the fullest extent.

**Fifth.** All lands for wheat should receive liberal applications of high analysis fertilizer.

Next to corn, wheat is the most important grain crop in Indiana. The average production is around 30,000,000 bushels annually. It is a cash crop of prime importance and always finds a ready market. To add to its present importance, the demand for wheat is constantly increasing. There are several reasons for this. The demand for human food is steadily rising as populations keep on growing, and wheat will always stand at the head of the crops suitable for human consumption. Wheat is one of the major field crops adapted to Indiana conditions and fits well into practical cropping systems. The rotation of crops is becoming more and more a necessity in order to conserve and maintain the fertility of the soil. By reason of its very general adaptation to Indiana conditions, and the fact that it provides a good place to sow Clover, wheat is the best small grain crop for general use in crop rotations and should enter into the cropping system on almost every farm.

With this background favoring wheat raising in Indiana, farmers may well give more special attention to the factors influencing profitable production. To secure a profit from raising wheat, high yields per acre are necessary. Among the things that contribute to higher yields, the choice of varieties is of large importance. Adaptation of varieties to the local soil and climatic conditions is directly related to yielding ability. Quality of grain is an important factor on the market. The miller buys wheat on the basis of quality because of its relation to the quality and quantity of flour produced. High quality wheat of the kind desired by the mills always finds a ready market at the best price. The farmer, therefore, should consider quality as well as yield. Varieties of wheat differ considerably in both of these respects. During the long time that wheat has been grown



C. D. MORRIS, PROF. G. I. CHRISTIE AND F. J. DELANY

connection and is now in the midst of an investigation to determine whether the activities of any individuals were of a nature to constitute violation of the law. Thus far, it has been stated, there is no evidence that would warrant criminal prosecution under the law. The full report of the investigation has not yet been made known, however. Nevertheless, it will be seen that the Government does not find it an easy task to determine what is and what is not an excessive speculative line of wheat. But the Government and the grain exchange are determined to work the problem out together just as they are working out other problems pertaining to the marketing of wheat.

In referring to the governmental supervision of the grain exchange, I do not wish to imply the slightest criticism. On the contrary, I want to say that the Department of Agriculture is doing its utmost to co-operate in the elimination of any real or imaginary abuses. Secretary Jardine is in full sympathy with the problems faced by the grain exchange, and has but the single aim of helping us to solve our problems in a manner that will prevent criticism in the future. He realizes, as do all of us, that any business can better correct its own ills than such ills can be corrected through enactment of legislation placing rigid and arbitrary rules upon a business.

But I just wanted to place before you the thought that there is a limit to what officers of the Chicago Board of Trade can do by way of controlling a great wave of public speculation in a time of threatened wheat famine, or in the matter of scrutinizing all the activities of single individuals who may accumu-

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in Indiana, many varieties have been tried and the information concerning their adaptation and quality is fairly complete. The Purdue University Agricultural Experiment Station has tested several hundred varieties and many of them have been tried by farmers. A recent survey shows that at the present time some 30 odd varieties are being grown in the state. The bulk of the crop, however, is made up of less than half a dozen varieties and these are among those that have been found best suited for use in this state by the Experiment Station in its comparative trials.

## Soft Red Wheats

The climate of Indiana is especially favorable to the production of high quality wheats of the "Soft Red Winter" class, which have an excellent reputation on the Soft wheat markets. In this class there are a number of well adapted varieties and the range is sufficiently wide to meet the requirements of the greater part of the state. Both farmers and millers, naturally, have developed certain preferences based upon their particular experience but in the majority of cases the choice falls on one or more of a few well known varieties. A study of the distribution of varieties and the preferences expressed in different parts of the state, shows that the old time standard varieties, Rudy, Michigan, Amber, Fultz and Poole, are favored more than all other varieties combined. Nigger, which is also grown under the name of Winter King, is mentioned in about half as many cases as any of the other four. These five varieties constitute over 60 per cent of the wheat crop grown in the entire state of Indiana.

Among the other varieties of soft wheat grown here and there in the state, there are a few that are worthy of further consideration. Red Chaff, which was so named in Shelby County, but which is properly known as Goens, is grown quite extensively in a few counties southeast of Indianapolis where it seems to be well adapted. This variety is spreading to other localities, particularly in southern Indiana, and might well be included in a list of wheats to be recommended for that half of the state. Trumbull and Fulhio, two Ohio selections out of Fultz and Gladden, an Ohio section out of Gypsy, are three of the newer varieties of Soft Red wheat which are also worthy of consideration, particularly for the light colored soils of northern and eastern Indiana. A promising new variety of this class is the Pur-



MR. AND MRS. E. HUTCHINSON

koff produced by the Purdue University Agricultural Experiment Station by crossing Michigan Amber and Malakoff. It has excellent winter hardiness and yielding ability and is especially well adapted to the light colored soils.

## Western Hard Wheats

Certain Hard wheats of Russian origin, especially Turkey Red and Kanred, which predominate in Kansas and similar Hard wheat territory, are now extensively grown in northwestern Indiana where the nature of the soil and the winter conditions are not favorable to good yields of the Soft wheats. In that section of the state and on some black soils in other localities, these Hard wheats are much more resistant to winter-killing than the Soft wheats. This applies particularly to the regions of loose black soils where farmers were unable to raise wheat satisfactorily until after the introduction of Turkey Red and similar varieties of the Hard wheat class. The good yielding ability of these western wheats in this territory naturally led to trials in other localities and they are now grown in places where they do not possess any advantage. On light colored soils rich in nitrogen would suggest its use in northwestern Indiana in the place of Turkey Red which does not retain its original hardness under Indiana conditions and in many cases sells at a discount as mixed wheat. Michikoff produces a hard kernel and requires a soil well supplied with nitrogen in order to produce a crop of high quality. A Hard wheat of high gluten content cannot be produced on a poor soil.

## Danger of Mixing Hard and Soft Wheats

The objection of millers to the mixing of Hard and Soft wheats is well founded and definite provision must be made against this danger. Where Michikoff is grown both farmers and grain dealers must guard against mixing. Either provision must be made to handle the two classes of wheat separately or only one or the other should be grown in the entire neighborhood tributary to any particular market or mill.

From what is now known about the qualities of different varieties and their adaptation to Indiana conditions, the following recommendations may be made:

For northern Indiana, except on loose black soils: Michigan Amber, Trumbull, Fulhio, Gladden, Nigger or Winter King, Purkoff.

For dark colored soils: Michikoff.

For southern Indiana: Fultz, Poole, Rudy, Michigan Amber, Goens or Red Chaff, Purkoff.

## RESOLUTIONS

V. E. Butler, chairman of the Committee on Resolutions gave the following report for that committee:

### On the Deep Waterway

Believing that the Deep Water Way will ultimately become a reality and that such a water way will furnish cheaper transportation for the surplus production of the Indiana farm at a considerable saving to the farmer, therefore be it

Resolved, that the Indiana Grain Dealers unite with the Committee appointed to investigate the feasibility of the construction of a terminal elevator at Michigan City, in giving to this committee all the assistance possible so that they may make an intelligent report to this association at the winter convention.

### Privilege Trading

Believing that the financial investments of country grain dealers have become jeopardized because of the rapid and wide fluctuations in our grain markets, due to government restrictions placed upon future trading and the abolishment of privilege trading, he it

Resolved, that this Association desires that the Department of Agriculture make a thorough investigation of the benefits accruing to the trade through privilege trading to the end that legislation may be enacted that will relieve the farmers and grain dealers of the financial hazards now assumed by them in production and the handling of grain.

### The Metric System

Believing that the agitation for the introduction of the Metric System of Weights would bring about a large expense and much confusion to the grain trade, therefore be it

Resolved, that this Association take a decided stand against any such change in weights and measures, and that a copy of this resolution be furnished to the Senators and Representatives from the State of Indiana for their consideration, and urge them to use their influence to bring about uniform standards of weights and measures.

Whereas, this Association has been most royally entertained by the Michigan City Chamber of Commerce and its citizens during this convention, therefore be it

Resolved, that we extend to them a vote of thanks for their most cordial reception and entertainment, with an assurance that our stay in their city will be one long remembered.

This convention has been one with an exceptionally strong program filled with speakers of national reputation. Therefore be it

Resolved, that the Indiana Grain Dealers Association extend a vote of thanks to all speakers that have contributed so much to its success, and we especially thank A. E. Reynolds for his masterly address before the Rotary Club and recommend that wide publicity be given to this address in the hope that the frank discussion of the problems of the grain man and the farmer may be more clearly understood and thereby a more cordial relationship be built up between these two elements in the business world.

The convention then adjourned.

## MICHIGAN CITY NOTES

Everyone got in the prison and out as per schedule.

Joe Doering, representing Southworth & Co., motored to the convention from Toledo.

The Indianapolis market was represented by Bert Boyd, Ed. K. Shepperd, Lew Hill, Don Hart, William Wilson, L. S. Rich, E. E. Allison.

The Buffalo market was represented by I. W. McConnell of the McConnell Grain Corporation and H. T. Burns of Hecker-H-O Company, Inc.

Too bad the "Hoosier Slide" which played an important part in the early days of A. E. Reynolds and H. H. Deam at Michigan City, had to be missing.

Each lady in attendance was presented with a small leather-bound memo book, containing pencil and mirror with the compliments of the Lew Hill Grain Company of Indianapolis.

F. L. Carey, president of the Chicago Board of Trade, Christopher Strasser, manager of the grain department of McKenna & Dickey, and Frank J. Delany were in attendance from the Chicago market.

Executive Secretary D. J. Schuh, Robt. L. Early of Early & Daniel Company, and Frank Watkins of Cleveland Grain & Milling Company were present to boost for the Cincinnati Grain & Hay Exchange.

## NATIONAL HAY MEN PLAN CONVENTION

Hotel Breakers, at Cedar Point, Ohio, on Lake Erie, will be the scene this year of the thirty-second annual convention of the National Hay Association. The convention will commence July 28, and extend over three days with liberal allotment of time for both business and pleasure. The location selected is one which lends itself admirably to the purpose in that it is easily accessible to the members of the association, and affords more than ordinary opportunity for summer pleasures. Since the hay men have been to conventions at Cedar Point before, the place will be quite familiar to most of them, and plans can be made in advance to take the fullest advantage of the time to be spent there.

One of the finest bathing beaches in the country is available, and garages and free parking for 6,000 automobiles are provided. Picturesque lagoons, the board walk and esplanade, excellent orchestras, fishing grounds and like features all contribute to the amusement features. In addition, Cedar Point can easily be reached by railroads and interurban lines, daily lake vessels, from Detroit, Toledo, Buffalo and Cleveland, and improved auto-

mobile highways from every direction.

The program, as announced by Secretary J. Vining Taylor, includes the following:

### Tuesday, July 28

#### OPENING SESSION, 10:00 A. M.

Address of Welcome, E. C. Eikenberry, ex-president, Grain Dealers National Association, Camden, Ohio.

Response on Behalf of The National Hay Association, Alfred H. Lea, Charleston, W. Va.

Memorial Committee's Report, F. L. Alexander, chairman, Marietta, Ohio.

Report of Board of Directors—President's Report, George F. Brown, Charleston, W. Va.

Tidings from the East, First Vice-president, H. A. Bascom, Boston, Mass.

Tidings from the West, Second Vice-president, W. E. Starr, Los Angeles, Calif.

Report of Secretary-Treasurer, J. Vining Taylor, Winchester, Ind.

Report of Legislation Committee, D. V. Heck, chairman, Winchester, Ind.

### Wednesday Morning Session, July 29

Report of Arbitration Committees, No. 3, C. W. Hall, chairman, Ottawa, Ont., Can.

Address, "Oil Wells vs. Milk Wells," C. M. Long, Chief of Farm Service, Blue Valley Creamery Institute, Chicago, Ill.

Report of Chairman of State Vice-Presidents, C. F. Haebeler, Charleston, W. Va.

Report of Committee on Trade Questions, W. H. Dean, chairman, Auburn, N. Y.

Report of Committee on Statistics, W. L. Gordon, chairman, Kansas City, Mo.

Report of Committee on Ways and Means to Cooperate with the Horse Association of America, W. A. Cutler, Adrian, Mich.

### Wednesday Afternoon Session, 1:30 P. M.

Report of Committee on Transportation, J. C. Sutie, chairman, Omaha, Neb.

Address, "Making the St. Lawrence River Navigable for Ocean Going Vessels," Hon. W. L. Harding, ex-Governor of Iowa and member Executive Committee, Great Lakes-St. Lawrence Tidewater Association, Des Moines, Iowa.

Report of Committee on Grades, W. H. Toberman, chairman, St. Louis, Mo.

Address, "Culture and Agriculture," N. W. Cunningham, president, Commercial Bank & Savings Company, Bluffton, Ohio.

Report of Nominating Committee.

### Thursday Morning Session, July 30th

9:30 P. M.

Report of Committee on Board of Directors' Report.

Report of Committee on Resolutions.

Installation of Officers.

A question box has been proposed—if you have anything you would like to discuss, write it out and hand to secretary.

### Entertainment

July 28, 12:00 Noon—Boat ride to Put-in-Bay for ladies; boat returning 4:15 p. m.

July 29, 6:00 P. M.—Banquet, \$2 per plate. Songs by George Sister's Quartette. Special number—Dance by Betty Jane Taylor, Winchester, Ind. Address, "The Anatomy of Character," Dr. C. Wallace Petty, Pastor First Baptist Church, Pittsburgh, Pa.

8:30 P. M. or directly after the close of the banquet—Dancing in the big dance hall for delegates, wives and friends. Your badge will admit you.

## CONVENTION CALENDAR

July 20-22.—Southern Seedsmen's Association, Memphis, Tenn.

July 27.—Annual meeting of the Michigan Hay and Grain Association, at the Hotel Tuller, Detroit, Mich.

July 28-30.—Thirty-second annual convention of the National Hay Association. Hotel Breakers, Cedar Point, Ohio.

August 20-21.—New York State Hay & Grain Dealers Association, Syracuse, N. Y.

October 12-14.—Annual convention of the Grain Dealers National Association, Hotel Muehlbach, Kansas City, Mo.

October 12-14.—United States Feed Distributors Association, Kansas City, Mo.

## NORTHWESTERN GRAIN DEALERS MEET

The eleventh annual meeting of the Northwestern Grain Dealers Association opened June 12, at the Placer Hotel, in Helena, Mont. Former Governor S. V. Stewart of Montana made the welcoming address. Other speakers on the program included Secretary Charles Quinn of the Grain Dealers' National Association; George L. Lobatt, treasurer of the St. Anthony & Dakota Elevator Company, Minneapolis; G. H. Moran, state inspector at Great Falls, Mont., and A. H. Bowman, State Commissioner of Agriculture.

The following officers for the ensuing year were elected: E. M. Spencer of the Royal Milling Company, Great Falls, president; A. F. Stroehn of the Montana Flour Mills Company, Lewiston, was elected vice-president; A. M. Maly, Great Falls, treasurer, and J. C. Templeton, secretary, was re-elected.

Directors elected for three-year terms are: George K. Lobatt, Minneapolis; A. J. Maley, Great Falls; W. T. Greely, Great Falls; Ben Fisher, Chouteau, and P. F. Brown, Lewistown. Members of the Executive Committee: H. L. Clack, Havre; L. L. Dean, Conrad, and G. R. Swift, Lewistown.

The next meeting will be held in Helena, inasmuch

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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as a committee appointed last year to designate a permanent place of meeting selected the capital city.

## VERMONT DEALERS HOLD FIRST CONVENTION

On June 25 and 26, the Vermont Grain Dealers Association held its first convention at Montpelier. The heavy rains constituted a bad handicap, but an excellent attendance turned out despite this difficulty. The meeting was called to order by A. W. Braisted, vice-president, of Bennington, and he presided in the absence of President Dan M. Johnson of Essex Junction. The secretary of the association is C. F. Dowe, St. Albans, and C. H. Sterns of Johnson, is treasurer. Among the important business transacted was the adoption of a resolution advocating the state association affiliating itself and its members with the Grain Dealers National Association.

## EASTERN FEED DEALERS CONVENE

The Eastern Federation of Feed Merchants held its ninth annual meeting June 18 and 19 at the Hotel Martin, Utica, N. Y. The program included a number of interesting addresses and a banquet. W. S. Van Derzee, of Albany, N. Y., presided, and was re-elected for a third successive term as head of the organization. The other officers and directors for the coming term include the following: Vice-president, A. J. Thompson, Wycombe, Pa.; treasurer, Frank T. Benjamin, Canastota, N. Y.; and directors, H. R. Wilber, Jamestown, N. Y.; S. F. Virkler, Casterland, N. Y.; J. A. Sturgess, Easthampton, Mass.; F. M. McIntyre, Potsdam, N. Y., and C. E. Kiff, Delhi, N. Y.

## RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for June:

**BALTIMORE**—Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:

	Receipts	Shipments	1925	1924
Wheat, bus..	312,993	742,489	689,014	990,550
Corn, bus....	41,219	54,526	.....	25,714
Oats, bus....	163,972	54,921	139,968	129,920
Barley, bus..	47,859	67,430	114,422	66,499
Rye, bus....	27,627	216,632	339,079	128,571
Malt, bus....	19,817	2,766	7,053	.....
Straw, tons..	106	23	.....	.....
Hay, tons....	972	2,288	.....	.....
Flour, bbls..	85,456	89,272	34,289	31,152

**CAIRO**—Reported by M. C. Culp, Chief Grain Inspector and Weighmaster, of the Board of Trade:

	Receipts	Shipments	1925	1924
Wheat, bus..	79,756	79,756	79,756	25,714
Corn, bus....	35,937	93,904	26,070	91,070
Oats, bus....	1,452,317	1,804,187	1,385,999	1,830,171
Rye, bus....	.....	11,520	.....	11,520

**CHICAGO**—Reported by J. J. Fones, secretary of the Board of Trade:

	Receipts	Shipments	1925	1924
Wheat, bus..	1,428,000	1,479,000	2,460,000	1,766,000
Corn, bus....	6,322,000	5,901,000	4,673,000	3,252,000
Oats, bus....	3,785,000	4,411,000	4,222,000	4,534,000
Barley, bus..	491,000	369,000	157,000	225,000
Rye, bus....	50,000	222,000	79,000	133,000
Timothy seed, bus....	661,000	315,000	232,000	416,000
Clover seed, lbs....	27,000	41,000	51,000	230,000
Other grass seed, lbs....	545,000	87,000	472,000	596,000
Flax seed, bus....	22,000	231,000	9,000	2,000
Hay, tons....	9,721	13,525	407	665
Flour, bbls..	1,046,000	899,000	661,000	580,000

**CINCINNATI**—Reported by D. J. Schuh, executive secretary of the Cincinnati Grain and Hay Exchange:

	Receipts	Shipments	1925	1924
Wheat, bus..	355,600	316,400	271,600	331,500
Corn, bus....	344,400	439,600	355,600	319,200
Oats, bus....	266,000	376,000	148,000	188,000
Barley, bus..	7,000	5,800	.....	4,200
Rye, bus....	2,800	5,600	.....	.....
Ear corn, bus.	5,000	8,000	.....	.....
Kaffir corn, bus....	12,600	4,200	.....	.....
Hay, tons....	3,212	7,277	.....	.....
Feed, tons....	1,440	480	.....	.....

**DENVER**—Reported by C. B. Rader, secretary of the Grain Exchange:

	Receipts	Shipments	1925	1924
Wheat, bus..	276,000	298,500	15,000	45,000
Corn, bus....	271,250	282,850	119,350	136,400
Oats, bus....	140,000	158,000	120,000	116,000
Barley, bus..	10,200	42,500	5,100	11,900
Rye, bus....	.....	6,000	4,500	.....
Kaffir corn, bus....	3,000	.....	.....	.....
Hay, tons....	1,080	720	.....	68
Feed, tons....	1,440	480	.....	.....

**DENVER**—Reported by C. B. Rader, secretary of the Grain Exchange:

	Receipts	Shipments	1925	1924
Wheat, bus..	5,575,060	2,501,549	6,554,432	3,472,560
Corn, bus....	155,172	730,544	142,955	2,395,398
Oats, bus....	1,829,743	938,934	3,424,195	847,551
Barley, bus..	1,254,354	135,357	1,272,815	117,697
Rye, bus....	411,826	2,960,500	1,177,999	3,620,329
Flax seed, bus....	393,685	94,248	236,622	129,842
Flour, bbls..	493,515	775,665	530,395	831,840

**DETROIT**—Reported by C. B. Drouillard, secretary of the Board of Trade:

	Receipts	Shipments	1925	1924
Wheat, bus..	43,000	91,000	14,000	7,000
Corn, bus....	18,000	33,000	.....	17,000
Oats, bus....	86,000	128,000	12,000	39,000
Barley, bus..	5,000	15,000	.....	.....
Rye, bus....	22,000	16,000	3,000	6,000

**FORT WILLIAM, ONT.**—Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:

	Receipts	Shipments	1925	1924
Wheat, bus..	4,114,182	21,213,295	11,030,437	19,668,404
Corn, bus....	1,437	1,725	1,437	1,275
Oats, bus....	1,840,159	8,959,039	3,672,071	5,321,039
Barley, bus..	443,839	529,248	1,353,308	1,226,119
Rye, bus....	78,189	615,109	377,135	260,087
Flax seed, bus....	240,012	186,691	718,620	187,297
Mixed grains, lbs....	719,190	3,128,420	952,900	763,208

**INDIANAPOLIS**—Reported by Wm. H. Howard, secretary of the Board of Trade:

	Receipts	Shipments	1925	1924
Wheat, bus..	130,000	303,000	71,000	136,000
Corn, bus....	1,314,000	1,064,000	1,137,000	871,000
Oats, bus....	622,000	786,000	554,000	566,000
Rye, bus....	1,400	10,000	3,000	9,000

**KANSAS CITY**—Reported by W. R. Scott, secretary of the Board of Trade:</

# FIELD SEEDS

## LAWYERS GRAB AT WHEAT LOANS

Seed loans in Washington State, it seems, can only be obtained after the farmer hurdles an attorney's fee of steep proportions.

Because of the size of the fees they are asking for their work in connection with state loans to farmers for the reseeding of wheat land, attorneys of several counties drew the fire of state board members last week. In counties where loans have been made under the Aid Act of the 1925 legislature, the state board appointed for each county an attorney to guide the farmers in making their applications to the state. A number of these, it developed, claim fees of \$500, which State Treasurer McKay thought excessive, but when the mails revealed one or two asking for \$1,000, the treasurer expressed himself in strong terms. An attorney, to sue the attorneys may be the only way out.

## JAIL FOR FAKE SEED SELLER

Many soybean seed buyers were recently victims of a "cheap" seed merchant. Because he thought that farmers "don't know beans," a certain exploiter of soy-bean seed is now revising his opinion while serving a term in the penitentiary for violation of the postal fraud law. Some farmers "do know beans," and when some of these better posted soy-bean growers recently received shipments of Tarheel Black instead of the Otootan which they had ordered, the matter was called to the attention of the Post Office Department and the United States Department of Agriculture.

Investigation by the post office officials disclosed the fact that this lone operator was advertising the higher-priced variety, Otootan, for sale at about one-half the regular market value and doing a tremendous business. His plan called for no shipment of beans of any variety until the customer became insistent, and then he substituted the cheaper Tarheel Black. He was brought to trial and convicted of fraudulent use of the mails. Because of the high prices of the Otootan and Laredo varieties there has been considerable substitution of the cheaper black varieties, such as Wilson, Ebony or Black Beauty, Peking, and Tarheel Black.

## ALFALFA IN WISCONSIN

"Alfalfa is finding a permanent place on many Wisconsin farms, but it is not replacing the large acreage of Timothy and other grasses as rapidly as it should," says L. F. Graber, agronomist of the College of Agriculture of the University of Wisconsin. "Farmers have hesitated in growing Alfalfa because they have not had sufficient knowledge of the cultural practices of this wonderful legume. Only within the past year has Alfalfa taken a rapid step forward. Dairy farmers are realizing that in order to make dairying a profitable business they must find a dependable crop, one that can be grown from year to year, and aid in cutting down their feed bills."

"They want to replace the Timothy and wild grasses which now make up over three-fourths of the roughage used in rations on Wisconsin dairy farms. Because of its resistance to drought, its wide range of soil and climatic conditions, its large yields per acre, its power of improving soil conditions, Alfalfa has advantages over any other crop as a solution to the dairy farmer's problem. Seed should be purchased with care. Where winter-killing is known to occur hardy strains, such as Grimm and Cossack, should be sown, as the extra cost is returned in better yield."

## SEED SOIL CULTURES BLACKLISTED

Worthless preparations calculated to stimulate nitrogen fixation in such nonlegumes as corn, cotton, and tobacco, are being offered the farmer at the rate of a dollar a pound, says the United States Department of Agriculture.

Even the most alluring advertisements and claims should fall on deaf ears. All effort to inoculate the seeds of nonlegumes with nitrogen-fixing bacteria has failed, says the Department. Corn, wheat, oats, rye, cotton, tobacco, and other nonleguminous plants do not harbor such nitrogen-fixing bacteria in their roots, nor in their stems and leaves, although such is the assertion of some commercial concerns engaged in the business of manufacturing and selling commercial cultures for inoculating the seed of these nonlegumes.

On the other hand, the use of commercial cultures for inoculating the legumes—such as Alfalfa, Clover, vetch, peas, soybeans, and cowpeas—is often to be recommended. These and other legumes attain their best development if their roots have many well-developed nodules in which the nitrogen-fixing bacteria are present in large numbers. Not all

quantity or quality to assure a normal natural inoculation, but fortunately this lack can be supplied by the use of properly prepared commercial cultures.

## ENTHUSIASM AND SEEDS

Enthusiasm is as catching as the spring fever, and the man who is enthusiastic about his work is certain to impart some of it to all with whom he has occasion to form contacts, whether business or social. Such enthusiasm, we believe, is manifested by J. H. Warren, who, as Warren's Seed Store, does a thriving business at Washington, Iowa.

Last month we published a story about his seed business and the individuality displayed in his advertising methods. Just lately, a clipping has come to our notice from the *Washington Journal* which gives a sidelight on what Mr. Warren's friends and associates think of him. In connection with the story, was published the cartoon which we repro-



JOSEPH HENRY WARREN AS THE ARTIST SAW HIM

duce herewith, which gives an idea of what he looks like, surrounded by his favorites.

Mr. Warren moved to Washington 13 years ago and after engaging in the grocery business for a while, became associated with the Bruns Seed Company. How he came to own the seed store is told in an interesting way by the *Journal*, so we quote:

Now, Joseph Henry Warren is a thinker. And thinking got him to wondering what he was fit for and how he could best make a living.

"I know what I'd like to do," he told himself. "I'd rather piddle around here with my flowers and vegetables than anything else—but I s'pose most other people would."

That line of thought brought him to attention. "By gum," says Joe, "If everybody likes to grow flowers and vegetables they gotta have seeds to grow 'em from. 'Tis a great idea—I'll sell 'em the seed!"

He followed the market gardens, tested all kinds of seeds, then announced he was ready for business. Testing seeds was great fun for Joe. He didn't stop at vegetable and field seeds, but included all kinds of flower seeds. That gave him an excuse to have a bit of a flower garden of his own and he got a lot of fun out of it; incidentally, some publicity. 'Twas profit. But these men are pikers as memorial builders compared with the bird who increases the oat crop and thus insures to us our morning ration of oatmeal.

Success has come to Mr. Warren all because of his unbounded enthusiasm, his sense of humor and his keen business ability.

## MAKING HARD SEEDS FERTILE

The hard seed loss in Alfalfa states is becoming more and more of a problem in such states as Wisconsin, where Alfalfa seed production is increasing.

Experience has shown that a considerable number of seeds in many samples of Alfalfa fail to germinate and that the extreme hardness or impermeability of some seed coats is a factor in this failure. It is claimed by some that many of these seeds will soften, germinate and produce healthy plants under field conditions. Others regard them as being little better than dead seeds as far as seed value is concerned.

The problem is of considerable importance in the seed trade and in view of this the American Seed Trade Association has created a fellowship (Agronomy) under which David Schmidt is making a study of this problem. The work is now in progress and definite conclusions from it may eventually appear.

One way of overcoming this situation has been

by the process of scarification, which is merely a means of scratching the hard surface coat of the seed by blowing it with an air blast through a sandpaper lined tube, which process removes particles of the outer seed coat. While this process increases the immediate germination power of hard seeds, these experiments indicate that under no condition should scarified seed be held in storage for a lengthy period. Seeds scarified four years ago and giving a germination of 86.4 per cent, soon afterwards tested only 25 per cent this past year. On the other hand, the sample of the same lot of seeds which had not been scarified tested 74 per cent four years ago and 72 per cent during the past year.

These figures are among other valuable data contained in Wisconsin University's Bulletin 373.

## A DULL MONTH IN NEW YORK SEED TRADE

By C. K. TRAFTON

To the fullest extent June lived up to its reputation as the dullest month of the seed trade's year. The prices mentioned were only to be regarded as mere expressions of opinion, and as a consequence the range was frequently extremely wide. On the one hand, holders of the small carry-over of old seed were generally firm in their views, being convinced that crop prospects were poor over a decidedly wide area owing to the long period of abnormal weather. Buyers feel confident that crops generally will prove to be larger than previously supposed on the ground that conditions improved materially following a rather poor start; the most gratifying feature in their opinion being the good grains throughout the central west, and notably in the Ohio Valley. The nominal prices quoted by conservative distributors are in the majority of cases virtually the same as those current a month ago. The only noteworthy exceptions are in the cases of certain grass seed varieties which have advanced from 1 cent to 4 cents during the month.

Red Clover, although inactive, had a somewhat unsettled tone. At the outset, in spite of the lack of demand, holders were a little stronger in their views because of the uncertain crop outlook and the resultant firmness of interior markets. Subsequently when the advent of beneficial rains caused a reaction in western markets the local market became easier and prices are now back to about the same level a month ago. No arrivals of foreign seed were reported during the month and no activity was reported in foreign seed for forward shipment. A little interest was displayed in Chilean Clover, notably from Canadian buyers late in the month, but they were limited at about 20 cents c.i.f., while shippers named a purely nominal basis of 22@23 cents c.i.f.; and hence no business resulted. Offers of French seed at 19 cents c.i.f., found buyers indifferent.

Alfalfa was lifeless during the month, prices remaining nominally unchanged throughout. Buyers were holding off owing to the belief that domestic stocks will be ample to cover all requirements until the new crop began to move. On the other hand, holders of the small spot supply remained firm, partly because of continued impossibility of buying in Argentina where shippers were quoting a nominal range of 21@22 cents c.i.f. without making firm offers. However, interest here was indifferent, although at one time it was thought that buyers might do something at about 20 cents c.i.f. Argentine advices mentioned the arrival of Alfalfa from France, thus confirming our previous advices regarding purchases in Europe. There were no arrivals from abroad during the month.

Timothy was dull during the month, but, owing to the prospective short crop, holders of the small local stock remained strong in their views, especially late in the month when nominal quotations showed an advance of about one cent compared with those current a month ago. About 375 bags were exported during the month, mainly to Germany, compared with about 400 for the preceding month.

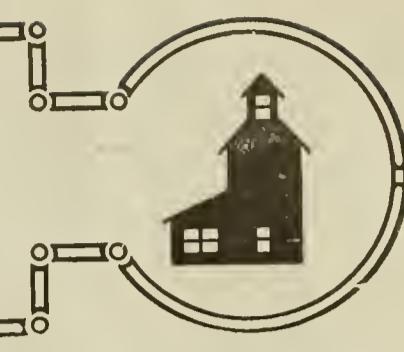
Redtop was likewise extremely quiet during the month, but displayed a still stronger tone owing to the prospective unsatisfactory crop outturn. Latest nominal spot quotations are about 2½ cents higher than those prevailing a month ago. No exports were reported during the month.

Alsike was virtually eliminated as a market factor during the month owing to the complete depletion of supplies. As a result quotations have been unobtainable. It is reported that a few small lots were re-purchased for shipment from Europe.

White Clover was lifeless on the spot and prices remained nominally unchanged. At the outset buyers were showing no interest in European offers, although the latter were reduced to 32½ cents c.i.f. Later a more active interest developed and some business was reported at 35 cents c.i.f. Arrivals during the month were about 430 bags, compared with 125 during May.

Crimson Clover failed to develop noteworthy activity on the spot, although a little interest was visible occasionally. Because of the light supply holders were generally firm at 6½@7 cents duty.

(Continued on Page 58)

# ELEVATOR AND GRAIN NEWS

**OHIO AND MICHIGAN**

The Ohio River Elevator Company has bought the Wymond Elevator at Madison, Ohio, and will operate it.

The Ohio City Equity Exchange has been leased at Rockford, Ohio, by the Ft. Wayne firm, Kraus & Apflebaum. True Felger is manager.

The elevators and mills of the Soyco Mills Company of Circleville, Ohio, has been bought by H. M. Crites & Co., with the exception of one.

The grain elevator at Savona, Ohio, is now owned by Mr. Stauffer, who will operate as D. A. Stauffer. The business was formerly conducted as a partnership by Stauffer & Hoff.

Arthur J. Lippincott has resigned as manager of the Larue Farmers Exchange Elevator at Larue, Ohio, and has accepted position as such with the Mt. Blanchard (Ohio) Elevator.

Capitalized at \$100,000, the Royce-Coon Grain & Seed Company has been incorporated at Columbus, Ohio. The company will take over 10 grain elevators in Wood and other nearby counties.

The Scott Equity Exchange of Scott, Ohio, operating the elevator at that place recently bought the remaining elevator there of 20,000 bushels' capacity. Burton R. Hoaglin is manager of the two elevators.

The Jackson Grain Company of Jackson, Mich., has taken over the grain department of the Stockbridge Elevator Company of Toledo, Ohio. Oliver S. White is president. He has been with the Jonesville Milling Company for 25 years. George H. Whipple, who will be secretary and treasurer of the new company, was with the Stockbridge Elevator Company for 19 years.

**THE DAKOTAS**

S. W. Perry is now manager of the Atlas Elevator at Northville, S. D.

Rolla Smith is in charge of a grain elevator at Rockham, S. D., this season.

A new elevator is being erected at Hettinger, N. D., for the Hettinger Equity Union.

The Farmers Elevators Company of Lostwood, N. D., is building a 30,000-bushel elevator there.

The elevator of the J. Doering Grain Company at Goodrich, N. D., is being repaired and painted.

Repairs and improvements are being made to the property of the Farmers Elevator Company at Crosby, N. D.

The elevator of the Minnekota Elevator Company at Calio, N. D., is being repaired and equipped with a new truck lift.

The Farmers Elevator Company of Watertown, S. D., is to replace its plant which is being dismantled, by a coal handling plant.

The Farmers Elevator Company and the Gardner Elevator Company of Gardner, N. D., have installed new scales and Kewaunee Dumps.

Charles Barker has bought the Great Western Elevator at Brentford, S. D., and opened it for business July 1 with R. C. Styles in charge.

The farmers of Hunter, N. D., have bought the Equity Elevator and changed the name of the firm to the Hunter Co-operative Elevator Company.

J. C. Smith has bought the elevators of the Equity Co-operative Exchange at New Rockford and Divide, N. D., and will remodel both plants.

J. P. Kubon, C. P. Hoefer and W. J. Harden have filed articles of incorporation at Humboldt, S. D., as the Farmers Elevator. The firm is capitalized at \$20,000.

A 45,000-bushel elevator is to be built at Dickinson, N. D., for the Hugh McGillivray Elevator Company. The elevator will be ironclad and will have modern equipment.

The Robideaux Grain Company has been organized at Parshall, N. D., and will build a 38,000-bushel elevator. The Hickok Construction Company has the contract.

The Pioneer Farm & Coal Land Company of which T. A. Bohrer, is manager, is remodeling its old elevators at Mannhaven, N. D., and will build two or three new ones if the crop conditions look favorable.

The elevator of the Farmers Elevator Company at Larimore, N. D., which burned is to be replaced with a new one of 30,000 bushels' capacity. It will

be of cribbed construction, covered with galvanized iron and equipped with two elevator legs, three motors, automatic scale, dump scale and manlift.

The Bingham Elevator at Fletland, S. D., has been bought by the Cleveland Grain Company which is now repairing and remodeling it in order to have it in operation by August 1.

The Farmers Elevator Company of Hurdsfield, N. D., is repairing its elevator. The Hickok Construction Company has the contract for the work. Strong-Scott Truck Dumps have been installed.

A 50,000-bushel elevator is being erected at Loma, N. D., for the Woodworth Elevator Company. Modern engine, scales, etc., will be installed. The Hickok Construction Company has the contract.

The National Elevator Company is repairing its line of elevators. At Neche, N. D., a new leg is to be added and Strong-Scott Dump installed; at Warren, Minn., extensive improvements will be made and at Sabin, N. D., a Strong-Scott Dump installed.

**MINNESOTA AND WISCONSIN**

The elevator at Dawson, Minn., has been bought by A. G. Dahl who will operate it.

The Miller Elevator Company of Clinton, Minn., has bought the Crown Elevator at Clinton.

The Redwing Elevator at Clinton, Minn., has been bought by the Great Western Grain Company.

I. S. Kittleson succeeds A. G. Dahl as manager of the Farmers Elevator Company at Watson, Minn.

D. M. Smith succeeds T. B. Smidesang as manager of the Farmers Elevator Company at Wylie, Minn.

Lars B. Seljevold is manager of the Farmers Elevator Company at Tyler, Minn. He took charge on June 15.

I. A. Lownes is succeeded as manager of the Equity Elevator Company at Mapleton, Minn., by Guy Treanor.

L. E. Robertson of Blanchard, N. D., succeeds Ike Orelbcke as agent at Clara City, Minn., for the St. Anthony & Dakota Elevator Company.

The Farmers Elevator Company of Ashcreek, Minn., has changed to a co-operative organization and raised its capital stock of \$25,000 to \$50,000.

Articles of incorporation have been filed by John A. Peterson, T. E. Frantz and John Frantz as the La Crosse Grain & Coal Company of La Crosse, Wis.

The elevator of the Nagel Grain Company at Henderson, Minn., which burned is to be replaced by a 25,000-bushel house. H. E. Nagel is manager of the company.

A permit has been granted the Sheffield Elevator Company of Minneapolis, Minn., to make the necessary repairs to the elevator which was damaged by fire recently.

The elevator and coal sheds of the Glencoe Farmers Elevator, Livestock & Produce Company at Glencoe, Minn., has been bought by William O'Brien of Arlington. He has opened it for business.

A six-bin coal plant at Wheaton, Minn., and a 10-bin coal plant at Dumont, Minn., are to be built for the National Elevator Company. Both will be equipped with modern facilities for handling coal.

The equipment and building of the Farmers Elevator Company of Reading, Minn., have been leased by O. D. Smith of Worthington. He recently resigned his position with the Worthington Farmers Co-operative Company.

**ILLINOIS**

Operations have been stopped in the Smith-Hippen Elevator at Emden, Ill.

Repairs are being made by Walter E. Barton to the grain elevator at Cissna Park, Ill.

A new concrete block office building has been completed at Shattuc, Ill., for Gus Hahn.

The Alta Farmers Elevator Company has completed a new 16,000-bushel elevator at Alta, Ill.

The elevator of the Hudson Grain & Coal Company at Bloomington, Ill., has been bought by Roy E. Taylor.

R. H. McFadden and his sons of Havana, Ill., have leased the elevator at Petersburg, Ill., formerly operated by the Eagle Mill Company and owned by H. A. Hueffner.

The elevator at Bowen, Ill., has been bought from the local corporation by Wilson, Lewis & Co., and

is being remodeled. The office and feed buildings will be remodeled later on. Mr. Harrison is retained as manager of the elevator by the new owner.

Remodeling has been done to the Dale Elevator at Wataga, Ill. The building is used by the Farmers Company.

The Farmers Elevator Company is building a new concrete house at Taylor Ridge, Ill., to be used as a storehouse.

The old Dole Elevator at New Windsor, Ill., has been bought by B. L. Christy of Galesburg, who will move it to that town.

The Farmers Grain Company of Owaneco, Ill., has just completed a new elevator having "Western" machinery equipment.

Lewis & Wilson has bought the property of the La Prairie Farmers Co-operative Elevator Company at La Prairie, Ill., for \$7,500.

The interest of Harold Morgan in the grain firm of Singleton & Merritt at East Lynn, Ill., has been sold to other members of the firm, who will continue operations.

The Cairo Elevator & Mill Company of Cairo, Ill., has changed its name to the Valley Mill Company. G. W. T. Seifert is sole owner and operator now of the business.

The elevator and coal business of the Cummings Grain Company at Papineau, Ill., has been bought by the Tegge Bros. who will operate both elevators there.

The Bunker Hill Farmers Co-operative Elevator Company, J. C. Welch, manager, is to build a warehouse at Bunker Hill, Ill., with capacity of 5,000 bushels.

J. J. Connerly has started work on July 13 on a 40,000-bushel grain elevator at Millersville, Ind. "Western" machinery will be installed, supplied by the Union Iron Works.

The Wyeth Elevators at Bushton, Rardin and Fairgrave, Ill., are to be managed by Arthur B. Wyeth of the Humboldt Grain Company's elevator, also owned by the Wyeth Estate. He is succeeded there by Stanley B. Moore of Humboldt.

**INDIANA**

The Farmers Elevator at Galveston, Ind., is to be sold at auction on July 20.

The Miller Hay & Grain Company of Evansville, Ind., has filed a certificate of dissolution.

A preliminary certificate of dissolution has been filed by the Heinmiller Grain Company of LaFayette, Ind.

The capital stock of the Newcastle Elevator Company of Newcastle, Ind., has been increased from \$10,000 to \$30,000.

The postoffice address of the Nichols Grain & Hay Company of Lowell, Ind., has changed to R. R. No. 1, Cedar Lake, Ind.

L. L. Blann has bought the interest of F. J. Townley in the F. J. Townley Grain Company of Oakton, Ind., and will operate as the Emison Grain Company.

The Central Grain Company has been incorporated at Roann, Ind., capitalized at \$30,000. The incorporators are Harry, Embra W. and Henry E. Kinsey.

The Sedalia Mill & Grain Company of Sedalia, Ind., has been bought by Milner & Paul. They are installing a new motor driven high speed Gruendler Feed Grinder.

The Farmers Elevator at Clifford, Ind., has been bought by John Holder for \$7,000. He has remodeled it and is handling grain, livestock, feed, fencing, fuel, twine, etc.

Capitalized at \$10,000, the Sugar Creek Grain Company was incorporated at Thornton, Ind. J. L. Underwood, W. R. Lafollette, Roy R. Randel and Watson Masters are interested.

The grain and feed business of the McMahan Company, Valparaiso, Ind., has been bought by Norman L. Bradfield, and the elevator of the same firm leased by him. The McMahan Company will continue to handle field and garden seeds and manufacture pancake flour and cereals.

To deal in grains, coal and farmers supplies, the Kern-Kirtley-Herr Grain Company has been incorporated at Herr Station (Lebanon, p. o.), Ind., capi-

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talized at \$24,000. This company and the recently incorporated Kern & Kirtley Grain Company of Whitestown, were operated as partnerships.

William Means, as representative of 19 business men bought the entire property of the Thorntown Grain Company at Thorntown, Ind. They have organized as the Farmers Grain Company.

John A. Peterson, T. E. Frantz and John Frantz have incorporated at La Crosse, Ind., as the La Crosse Grain & Coal Company. The company conducts an elevator and a mill and is capitalized at \$15,000.

The grain elevator at Fort Wayne, Ind., formerly conducted by the Nathan & Wolf Company, is being discontinued and the business is to be operated as the Wolf Seed Company. Mr. Nathan retired from business.

The Prices Elevator Company of Griffin, Ind., has just started work on a new elevator to take the place of the one destroyed in the recent tornado. It will be equipped with "Western" machinery throughout, furnished by the Union Iron Works.

## EASTERN

The Beaver Coal & Grain Company has been incorporated at Norwood, Mass., capitalized at \$50,000.

William Bardroff is assistant superintendent of the Canton Elevator at Baltimore, Md., succeeding the late Michael J. Gehring.

The Berlin Grain Company of Berlin, N. H., has bought the building in which it has been conducting branch grain business and will continue to operate it.

The Queen City Milling Company, Inc., has been organized at Buffalo, N. Y., to conduct a grain and milling business. J. McNulty, R. O'Brien and F. W. Cullen are interested.

To conduct stores for the retailing and wholesaling of grain and cereals, the Friedel Bros. Milling Company has been incorporated, capitalized at \$100,000, at Bridgeville, Del.

James P. Sullivan is traffic manager of the Sunset Feed & Grain Company of Buffalo, N. Y. He was formerly with the Churchill Grain & Feed Company in a similar position, where he is succeeded by W. L. Stephens.

To deal in all kinds of grain, the John A. Schroeder Company has been incorporated at Boston, Mass., capitalized at \$25,000. John A. Schroeder is president and treasurer. Robert W. Sawyer is also interested in the company.

Work was started on July 1, on the new 3,000,000-bushel elevator of the Interstate Elevator Corporation of New York City at Buffalo, N. Y. The structure will be of concrete. James C. Stewart & Co. have the contract, and the A. E. Baxter Engineering Company has the engineering work in charge.

## WESTERN

Improvements are being made to the elevator at La Crosse, Wash., for the new crop.

The interest of M. L. Stubbs in the Boyd Grain Company at Fowler, Colo., has been bought by G. I. Boyd.

A new warehouse is being built at North Powder, Ore., for the North Powder Milling & Elevator Company.

A grain elevator of 100,000 bushels' capacity is to be built at Eureka, Wash., by John Hoffman, a farmer there.

A 10,000-bushel elevator is to be built at Peetz, Colo., for the Nebraska-Colorado Grain Company to be ready for the new crop.

The capacity of the warehouse of the Fairfield Elevator at Fairfield, Idaho, is to be doubled. Construction work to begin soon.

The Keystone Elevator at North Philadelphia, Pa., has been bought by the Pennsylvania Railroad. It now has two elevators there.

A branch office has been opened at Los Angeles, Calif., by the J. B. Hill Grain Company of Fresno, Calif., to be under the direction of C. B. Holladay.

The elevator of Strauss & Co., at Big Timber, Mont., which burned, is to be rebuilt. Considerable grain was destroyed when the fire occurred.

A new elevator is to be erected at Colstrip, near Forsyth, Mont., for the Yellowstone Elevator Company. It will be ready in time for the fall crop.

The equipment of the Farmers Union Warehouse Company has been leased by the A. J. Webster Company of Palouse, Wash., grain and feed merchants.

H. R. Otis is to enter the grain and flour business at Portland, Ore. He was formerly manager of the Farmers Union Milling & Elevator Company at Denver, Colo.

The third elevator for Camas Prairie is now under construction at Corral, Idaho. It will be known as The Corral Elevator, and will have capacity of about 45,000 bushels. The other two elevators are at Fairfield and Hill City, Idaho. Camas Prairie

is included in the district of the Gooding Mill & Elevator at Gooding, Idaho.

Sid Stuart is manager of the Fairfield Elevator at Fairfield, Idaho. He succeeded W. E. Emerson, who was transferred to the district office at Gooding, Idaho.

A brick and frame three-story warehouse and grain elevator, 32x100 feet, is to be built at Bonners Ferry, Idaho, for the Bonners Ferry Grain & Milling Company. The company will operate a feed mill, adding units to its present capacity.

## MISSOURI, KANSAS AND NEBRASKA

The Farmers Elevator of Petersburg, Neb., has decided to reincorporate.

The Farmers Grain Company of Bancroft, Neb., has discontinued business.

A new plant is being built at Charleston, Mo., for Whitehead Davis & Co.

D. J. McClean of Atlanta, Mo., is to rebuild the elevator at Booneville, Mo.

A grain elevator is to be built at Quinter, Kan., in time for this year's crop.

W. F. Wood has bought the Koehler-Twidale Grain Elevator at Haigler, Neb.

A new grain dump has been installed in the Farmers Elevator at Norwich, Kan.

The elevator at Willard, Kan., has been leased by the Grubbs Grain Company of Topeka.

The O. M. Kellogg Grain Company has let the contract for its new elevator at Elsie, Neb.

D. D. Muss has leased the Partridge (Kan.) Mill & Elevator owned by a farmers' company.

W. R. Redfern has sold his elevator at Marion, Neb., to an eastern Kansas elevator man.

A modern grain elevator is being built at Wellsville, Mo., replacing the one which burned.

A new office and warehouse is being erected at Woodston, Kan., for the Meyers Grain Company.

A 7,000-bushel addition is being built to the elevator of the Shannon Grain Company at Carleton, Neb.

The Atlas Elevator and Coal yards at Belden, Neb., have been bought by B. H. Mosely, who will operate.

The elevator of the Finnup-Nolan Grain Elevator at Garden City, Kan., has been taken over by L. L. Beachler.

The Nye-Schneider-Jenks Elevator at Gordon, Neb., was bought by W. S. Glover and B. V. Stouffer on July 1.

The plant of the Rea-Patterson Mill & Elevator Company of Longton, Kan., is being repaired and remodeled.

C. W. Gividen succeeds U. Gray as manager of the Farmers Co-operative Elevator Company at Jasper, Mo.

Capitalized at \$9,975, the Arlington Elevator Company has been incorporated to operate at Arlington, Kan.

The Farmers Union Elevator and cribs at Frankfort, Kan., has been bought by J. A. Sconce, who will operate them.

The Farmers Co-operative Grain & Supply Company has bought the elevator of the Moses Bros. Mills at Beeler, Kan.

The Heacock Elevator at Shubert, Neb., has been bought by William Steadman who now owns both elevators in that town.

Roger Gorman of Cedar Bluffs, Neb., has been elected to serve as manager of the Farmers Grain & Supply Company of Merna, Neb.

Albert Pike has bought the Farmers' Elevator at Alexandria, Neb., of which he has been manager, and will take charge on August 1.

Walter A. Carnine of Comstock is manager of the Farmers Grain & Stock Company of Polk, Neb., and assumed his new duties on July 1.

The Hall Grain Elevator at Spearville, Kan., has been bought by the Bowersock Mill & Power Company. F. H. Moberly of Beloit is manager.

The Farmers Grain Company of Craig, Mo., is repairing its elevator. The capacity will be doubled, and new motor and dumping device installed.

The elevator of the old Farmers Union at Formosa, Kan., has been bought by a group of 15 men in that community for a purchase price of \$8,000.

The J. Grain Elevators at Violet, Armour, Burkhart and Pawnee City, Neb., have been transferred to James Lower, president of the First National Bank at Washington, Kan., for 400 acres of improved farm land.

The elevator and business of the Albers Commission Company at Ashland, Neb., has been bought by E. M. Kuhl who operates under the name of the Kuhl Grain Company. The elevator was formerly owned by the Railsback Bros.

A 15,000-bushel elevator of cribbed steel construction is to be built by the Van Ness Construction Company for the Farmers Elevator Company at

Marietta, Kan. The equipment will include a Western Sheller and Cleaner, one leg, and a Howe Hopper Scale.

The Johnson Elevator of Smithfield, Neb., is to be moved to Sacramento, Neb. Part was torn down and shipped by rail but the rest is being moved on trucks.

The A. C. Stokes Grain Company of Scammon, Kan., has been bought by H. F. Souder of Pittsburg who will operate as the Stocker Grain & Produce Company.

Capitalized at \$10,000, the Lingle Grain & Milling Company has been incorporated at Windsor, Mo. V. Roy Miller and Louis W. Lingle are interested in the company.

The contract has been let by the Hall Grain Company of Dodge City, Kan., for a 10,000-bushel elevator to be equipped with truck dump, motors, 10-ton scale and automatic scale.

The Mississippi County Elevator and Warehouse at East Prairie, Mo., has been purchased by H. S. Roberts who will conduct a grain and coal business with Louis Gregory in charge.

A new grain firm has been opened at Salina, Kan., by Ted Branson under the name of the Branson-Hoffman Grain Company. Associated with him is R. Hoffman of Enterprise.

A modern elevator of 20,000 bushels' capacity is to be built at North Loup, Neb., by the Farmers Grain & Supply Company on the site of the one destroyed by lightning some time ago.

Additional elevator accommodations will be completed early in July for the Topeka Flour Mills Company of Topeka, Kan. The offices will be enlarged and remodeled at the same time.

The Bunte Meyer Elevator at Deshler, Neb., has been bought by the Hebron Grain Company. Mr. Bunte Meyer has bought an interest in the Caughey Lumber Yard there of which he will be manager.

## SOUTHERN AND SOUTHWESTERN

The Amber Grange Elevator Company of Amber, Okla., has been dissolved.

The Stallings Company has made repairs on its grain building of Terrell, Texas.

The charter of the Ewell Milling & Grain Company at Dyersburg, Tenn., has been surrendered.

A grain elevator and mill are to be erected at Henryetta, Okla., by J. P. Davidson and O. P. Randall.

The Farmers Grain & Supply Company of Follett, Texas, has erected a new office building and feed warehouse.

B. E. Blanchard of Oklahoma City has leased the Hogan Grain Elevator at Cashion, Okla., and placed it in operation.

The capital stock of the Oliver Cranston Grain Company, Houston, Texas, has been decreased from \$75,000 to \$50,500.

A new elevator is being built at Claude, Texas, for M. I. Hughlett. Large steel bins for small grain are also to be built.

The Carroll Grain Company is to build a new brick warehouse at Waxahachie, Texas, and will occupy it September 1.

The new 10,000-bushel elevator of the Farmers Co-operative Association at Lawton, Okla., was ready for operation on July 1.

A branch warehouse has been opened at Nederland, Texas, by the Port Arthur Grain Company. Walter Kavanaugh is manager.

The capacity of the Stedman Grain Company of Longview, Texas, is to be increased either by leasing or building a new one there.

The Stroud-Leach Grain Company of Lufkin, Texas, is now owned exclusively by Mr. Leach who will operate as the E. W. Leach Grain Company.

The Graham Mill & Elevator Company of Graham, Texas, has completed eight storage tanks, making the total capacity of the elevator 200,000 bushels.

H. L. Barton and J. D. Griffith are named as the incorporators of the Farmers Grain Company of Lockney, Texas. The firm is capitalized at \$22,000.

The Eastern Seed & Grain Company of Harlingen, Texas, has been granted a charter, capitalized at \$3,000. G. G. Clark, M. C. Jaynes and May Jaynes are interested.

Incorporation papers have been filed by the Bell Grain Company of Nashville, Tenn., capitalized at \$20,000. The incorporators are John H. and W. P. Bell, and John and W. A. Trebing.

J. E. Shields of Marlow, P. M. Shields, of Hollis, and J. M. Shields of Wellington have filed articles of incorporation at Hollis, Okla., as the S. J. Mill & Grain Company, capitalized at \$20,000.

The El Reno Mill & Elevator Company of El Reno, Okla., is building 21 new concrete storage tanks adding 270,000 bushels to the storage capacity. There is also additional space created for the cleaning department which will be moved from the mill, leaving additional space there for 400 barrels increased capacity. This will give the mill a total

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capacity of 1600 barrels of flour daily. W. H. Thompson is superintendent of the mill and Dan Bartlett is second miller.

The name of the Kenyon Coal & Grain Company of Amarillo, Texas, has been changed to the Kenyon Grain & Seed Company. M. C. Roberts will have charge of the wholesale department.

The Farmers Co-operative Elevator & Supply Company has bought the Pierson & Johnson Elevator at Salt Springs, Okla., which they leased last season and are making repairs for this year.

John A. Tyner & Co., grain dealers, and the River & Rail Warehouse & Elevator Company of Nashville, Tenn., have surrendered their charters. The elevator of the latter company burned not long ago.

The McAnaw Grain Company has established a wholesale grain, flour and feed business at Walters, Okla., with John McAnaw manager. The company has acquired an old mill from R. H. Sultan and will use it for manufacturing feed.

The Smith Bros. Grain Company has been incorporated at Fort Worth, Texas. It was formerly a partnership between Bert K. Smith and J. A. Simons. Mr. Smith is president; Mr. Simons, vice-president; H. W. Temple, secretary-treasurer. The firm is capitalized at \$200,000.

The contract for the new Municipal Elevator being erected at Houston, Texas, has been awarded the Fegles Construction Company of Minneapolis, Minn. The plant was designed by the John S. Metcalf Company of Chicago. The elevating and conveying machinery is to be supplied by the Webster Manufacturing Company of Chicago.

## IOWA

L. E. Baughman is repairing his elevator at Rudd, Iowa.

The elevator at Dike, Iowa, has been purchased by Clarence Rawson.

The De Wolf Grain Company is succeeded at Webb, Iowa, by Albert Nielson.

A branch has been opened at Rockwell City, Iowa, by the Stotts-Pletch Grain Company.

The interest held by J. M. Roe in the elevator at Orchard, Iowa, has been sold to R. L. Clark.

The elevator at Dysart, Iowa, which Clarence Rawson bought, is now being operated by him.

Art Shillington is manager of the Farmers Co-operative Elevator Company at Faulkner, Iowa.

George Rohwer succeeds George Parden as manager of the Farmers Elevator Company at Paullina, Iowa.

The business of the Eacrett Grain Company at Malvern, Iowa, has been taken over by P. Killmartin.

A branch has been opened at Holstein, Iowa, by Wagner & Wagner who conduct an elevator at Storm Lake, Iowa.

The Farmers Elevator at Bristow, Iowa, has been leased by the Leyen Bros. of Allison who took charge June 1.

M. A. Nelson of Crystal Lake has bought the B. F. Greenfield Elevator at Thor, Iowa. He assumed charge July 1.

Mr. Light of Larchwood succeeds S. L. Lasser as manager of the Farmers Elevator Company of Cherokee, Iowa.

Extensive improvements are being made to the elevator of the Leland Farmers Elevator Company at Leland, Iowa.

John I. Haldeman has bought the Grain Growers Elevator at Shenandoah, Iowa, which for years was operated by Glen Beach.

The 40,000-bushel elevator of the Farmers Elevator Company at Duncombe, Iowa, has been completed and is now in operation.

The old farmers elevator company at Albert City, Iowa, has been bought by the recently organized Farmers Co-operative Elevator Company.

The buildings of the Audubon Co-operative Exchange at Audubon, Iowa, have been bought by the Trans-Mississippi Grain Company for \$3,110.

The new office building of the Farmer Co-operative Elevator Company at Mason City, Iowa, has been completed, and is occupied by the company.

F. S. Gelke is now manager of the Richards Elevator Company of Richards, Iowa. He recently resigned his position as manager of the Farmers Elevator at Lakeview.

Steil & Hahn have sold their elevator at Emmetsburg, Iowa, to the Farmers Co-operative Company of Mallard. The farmers organization owns three elevators now at Mallard. A. J. Jolliffe is president.

The business of the Iowa & Missouri Grain Company at Mt. Ayr, and Redding, Iowa, has been taken over by the Wilson Grain Company. The company sold its property at Lamoni and Davis City, Iowa, to the Rauch Bros.

The articles of incorporation of the Farmers Elevator Company at Walcott, Iowa, have been renewed by that corporation, which is capitalized at \$100,000.

Adolph Moeller is president, Louis E. Sindt, vice-president and Charles Paustian, secretary and treasurer.

The Farmers Elevator Company is succeeded at Moneta, Iowa, by Dow, Hale & Lerigo. William Voigt is manager of the elevator which has a capacity of 24,000 bushels.

The elevator of the Sioux Grain Company at Kennebec, Iowa, has been sold to Wayne Ropes and N. C. Gray. The property was sold at trustees' sale and brought \$2,425.

The Farmers Elevator at Clearfield, Iowa, is being reorganized and a new corporation to be known as the Farmers Grain Company has bought the property. M. Z. Bailey is manager.

## CANADA

R. Brown has been appointed inspector of elevators for the Province of Manitoba.

Carter Hall & Aldinger & Co., Ltd., Winnipeg, Man., have been awarded contract for erection of the Prince Rupert, B. C., elevator.

Construction will shortly commence on a 400,000-bushel elevator at Port Mann, B. C., for the New Westminster Harbor Board. It is to be completed by October 1.

H. Mann, of Saskatchewan Co-operative Pool Elevator at Marcellin, Sask., has been elected secretary-treasurer of Carlton District Agricultural Society of Marcellin, Sask.

The organization meeting of the Great Lakes Elevator Company, Ltd., Owen Sound, Ont., was held recently. Plans are well advanced and the new elevator will be ready by October 1. Barnett

& McQueen, contractors of Ft. William, are 10 days ahead of schedule. Directors elected include W. P. Telford, D. J. Kennedy, W. J. Christie, F. Brown, M. D. Lemon, D. A. Christie and H. Fleming. D. J. Kennedy is president; H. Fleming, vice-president; W. J. Christie, secretary-treasurer.

The Saskatchewan Wheat Pool has awarded a contract for 15 elevators to Harper Construction Company, Winnipeg, and another to Knudtson & Son, Regina, for 12 elevators.

The construction of new grain conveyor to Shed No. 16 at West St. John, N. B., is nearing completion. Machinery has been installed and the structure painted. It is expected to be completed in a couple of weeks.

The Saskatchewan Co-operative Elevator Company of Vancouver, B. C., is opening an office in London. George Bingham, manager of the company's Vancouver office, has gone to England to establish the office.

It is possible that a large addition will be built to the No. 1 Elevator of the Harbor Commission at Vancouver, B. C. At the end of July the No. 2 Elevator, under the administration of the Harbor Board will be closed down, and M. A. Stewart, superintendent will terminate his services with the elevator.

The Edmonton Terminal Grain Elevator Company, Ltd., has been organized at Edmonton, Alta., and will build an elevator of 125,000 bushels' capacity. It proposes to operate a private terminal and also to build a line of country elevators. Henry T. Atwell is president; C. P. Wilson, vice-president and general manager and Walter E. Dempsey, secretary-treasurer.

## FIRE-S-CASUALTIES

Cairo, Ga.—Fire destroyed the plant of the Cairo Mill & Elevator Company.

Arriba, Colo.—Fire damaged the elevator of the Mosher Grain Company here.

Ovalo, Texas.—The grain and feed store of J. R. Keeling burned not long ago.

Rolling Prairie, Mo.—Fire destroyed the elevator here owned by George Hickey.

Danville, Ill.—The plant of the Frank Holland Feed Company was damaged by fire.

Howard City, Mich.—Fire destroyed two grain elevators here with serious loss to owners.

Albany, Texas.—Fire on June 12, destroyed the elevator of the S. C. Butler Mill Company.

Burtonview (Lincoln p. o.), Ill.—The Farmers Elevator here was damaged slightly by fire.

Sanborn, Minn.—Fire damaged the elevator of the Farmers Co-operative Elevator Company.

Burkmere, S. D.—Lightning struck and destroyed a large grain elevator located at this place.

Ashland, Ky.—Fire destroyed the feed store and warehouse of Granville Selzer with a loss of \$7,000.

New Orleans, La.—The building of the Hightower Seed Company was destroyed recently by fire.

Elgin, Ill.—Fire damaged to the extent of \$2,000, the property of the Elgin Flour & Feed Company.

Delta, Iowa.—The feed mill here, owned by Rhinehart & Thompson was burned with a loss of \$3,000.

Little Rock, Ark.—The large flour and feed store of the Brown-Pierson Company was destroyed by fire.

Woodward, Okla.—Fire destroyed the Farmers Elevator with 700 bushels wheat and 1,000 bushels kaffir.

Elkhorn City, Ky.—Fire destroyed the feed store of A. J. Davis on June 7, together with several other buildings.

Guide Rock, Neb.—Lightning slightly damaged the elevator of the Farmers Union Co-operative Company on June 14.

Kansas City, Mo.—Damages of \$3,000 were done to the four-story frame building of the C. O. D. Coal Company on June 19.

Manchester, S. D.—Lightning struck and destroyed the Atlas Elevator here. The elevator contained 12,000 bushels grain.

Milan, Pa.—The feed and flour storehouse of the Farmers Supply Company was destroyed by fire caused by a short circuit.

Valparaiso, Neb.—The elevator of the Nye-Schneider-Jens Company was destroyed together with 20,600 bushels corn and wheat.

Dunkirk, N. Y.—Fire destroyed the two-story brick building of the Consumers Seed Company on June 11 with a loss of \$15,000.

Alliance, Neb.—A short circuit in one of the motor generators in the George Neuswanger Grain

Elevator caused a fire which caused slight damages to the elevator. Repairs were made immediately.

Milton, Ore.—The grain warehouse and buildings of George Bade were burned recently. The loss was \$2,700 and the insurance \$1,800.

Grand Forks, N. D.—Fire destroyed, with loss of \$10,000, the Farmers Elevator, and the coal sheds of the Larimore Lumber & Fuel Company.

Minneapolis, Minn.—Fire damaged the elevator of the Fleischmann Malting Company with a loss of \$10,000 to building and its contents.

Woodward, Okla.—Fire destroyed completely the plant of the Farmers Elevator Company with 700 bushels wheat and 1,000 bushels kaffir.

Salvador, Sask.—Fire on June 22, destroyed the North Star Elevator. Flames started in the top of the building, presumably from lightning.

Cresbard, S. D.—Small loss was caused to the elevator of the Cresbard Co-operative Elevator Company here by fire caused by lightning.

Pretty Prairie, Kan.—The elevator of the Collingwood & Moore Grain Company was destroyed by fire with more than 30,000 bushels wheat.

Fisher, Minn.—Fire destroyed with a loss of \$15,000, the Independent Elevator here, owned by H. M. Webster and A. G. Sorlie. It is to be rebuilt.

Wanamingo, Minn.—Fire destroyed the 50,000-bushel elevator of the Farmers' Elevator Company with a loss of \$33,000 on buildings and grain.

Grangeville, Idaho.—The grain elevator here was destroyed by fire with a loss of \$110,000. The elevator contained 40,000 bushels of wheat at the time.

Delavan, Minn.—The Evans & Davis Elevator was destroyed by fire of unknown origin, with a \$10,000 loss. The building was filled with grain at the time.

Wapella, Sask.—Fire on June 19, destroyed the Heffner No. 1 Elevator here. All books and papers in the elevator were saved; 2,500 bushels of wheat were burned.

Ennis, Texas.—The plant of the Sparks Fuel & Feed Company was destroyed by fire of unknown origin with a loss of between \$800 and \$1,000. J. W. Sparks is owner.

Fort Smith, Ark.—The elevator here of the Ball & Gunning Milling Company and under lease by the Bowen-Oglesby Milling Company was burned with a loss of \$8,000.

Gatesville, Texas.—Fire destroyed the plant of the J. G. Smith Grain Company with a loss of \$15,000. The loss is partly covered by insurance. The elevator will be rebuilt.

Beaver, Iowa.—The elevator of the Quaker Oats Company here was completely destroyed by fire on June 20. More than 8,000 bushels of corn and oats were destroyed. The loss amounted to \$30,000.

Fenn Station, near Lewiston, Idaho.—Fire de-

# THE AMERICAN ELEVATOR AND GRAIN TRADE

Forty-Fourth Year

stroyed, with a loss of \$85,000, the grain elevator of Thomas F. Wren. The grain is fully covered by insurance; the elevator, valued at \$25,000, was insured for \$12,500. Two cars of wheat on the siding were also burned.

## OBITUARY

**BUSBY.**—Ernest R. Busby died at his summer home at Oconomowoc, Wis., on July 6. He was prominent in the grain business at Milwaukee, Wis., for a number of years. His widow and three sons survive him.

**CLEMENS.**—Frederick W. Clemens died, aged 69 years, on June 9. He was one of the oldest members of the St. Louis (Mo.) Merchants Exchange.

**CORNELL.**—Edward B. Cornell died suddenly at his home in Cambridge, N. Y., on June 4. He was for years in charge of stocks for the Jerome B. Rice Seed Company.

**RAVENS.**—George Cravens died recently. He was a pioneer grain man of Summerfield, Kan.

**CURRIE.**—Joseph Currie died on June 24, at his home in St. Louis, Mo., after an illness of about three months. Mr. Currie had been connected with the Prunty Seed & Grain Company of St. Louis, Mo., for 40 years, and at the time of his death was manager of the seed cleaning department and a stockholder in the firm.

**DIETRICH.**—Otto T. Dietrich died following an illness which began in January. He was superintendent of the Guernsey-Ames Company, prominent grain merchants of Stockton, Calif.

**GOEKE.**—Edward Goeke died suddenly on June 16 from an attack of acute indigestion. He was 61 years old and a well known feed merchant of Evansville, Ind. He was owner of the Edward G. Goeke Feed Company and treasurer of the Kelsay-Burns Milling Company whose plant burned February of last year.

**HALL.**—Marshall Hall, president of the Marshall Hall Grain Company, and the recently incorporated Marshall Hall Milling Company, died on June 26, at St. Louis, Mo., aged 50 years. Further details are given concerning Mr. Hall on page 28.

**HAMM.**—Eben Jacob Hamm died at Lewiston, Maine. He was president of the J. B. Hamm Company, well known New England grain firm, until three years ago.

**JUDD.**—R. A. Judd died recently, aged 67 years. He was a pioneer grain dealer of Afton, Okla.

**KASSUBA.**—C. W. Louis Kassuba died on July 2 at his home in Milwaukee, Wis. He was for years a grain trader on the Milwaukee Chamber of Commerce.

**KEHOE.**—Thomas J. Kehoe, a grain merchant of Minneapolis, Minn., died recently.

**LEISHEAR.**—Thomas S. Leishear died on June 10. He was formerly in the grain business at Baltimore, Md., as Thomas S. Leishear & Co., but in recent years had been identified with the U. S. Fidelity & Guaranty Company of Maryland.

**PARRAN.**—William J. Parran, Jr., died recently. For years he had been in the commission business at Baltimore, Md.

**PETERS.**—M. C. Peters died on July 1 after a long illness. He was president of the M. C. Peters Mill Company of Omaha, Neb., and was well known on the exchange there.

**SMALL.**—William H. Small, for years at the head of W. H. Small & Co. of Evansville, Ind., died on June 30. Mr. Small was at one time one of the best known seed wholesalers in the Middle West. About five or six years ago the company failed. His widow survives him.

## TRANSPORTATION

### NEW ORLEANS SECOND PORT

Flour and feed shippers are realizing the advantages of New Orleans shipping more now since a recent official report. New Orleans is the second port of the United States, according to figures compiled by the U. S. Shipping Board. Its importance becomes greater every year because of governmental recognition of the fact that New Orleans is 600 miles nearer to the Panama Canal, 600 to 1000 miles nearer to Central American and Mexican ports and nearly that much nearer to ports in Chile, Columbia, Peru, Venezuela and China, Japan, Australia and to the Philippines, than either New York or Philadelphia.

### EXPORT RATE CONFERENCE

July 16 has been set by the Interstate Commerce Commission for the hearing of the export wheat rate case at Helena, Mont.

While the case brought at the instigation of the Minneapolis and Duluth milling interests to cancel

the export rates on Montana wheat was pending, the railways suddenly switched recently and sent a cancellation of the rates to the Commission, complicating the situation. Now the whole controversy is to be threshed out at Helena next month.

R. D. Lytle, traffic agent for the North Pacific Millers' Association, will go to Helena for the hearing.

According to Dr. O. M. Landstrum of Helena, without these rates Montana is at the mercy of Minneapolis millers and is shut out of the export trade entirely.

### DENIES WESTBOUND RATE INCREASE

The Interstate Commerce Commission has denied the proposal of railroads to raise the rates on westbound grain originating in such markets as the Twin Cities, Chicago, Peoria, St. Louis, or from points in the territory between these markets and the Missouri River. The rate raise which was found not justified by the Commission examiner was to be in the form of a restriction of certain joint rates now in effect. Present rates from the markets mentioned to Colorado, Kansas, Missouri, Nebraska, Oklahoma, and Wyoming, are about the same as eastbound rates.

The carriers said that normally the rates in question would apply on a very small movement because grain moved north and east and not west and south; crop failure in the South and West is about the only reason for use of westbound rates.

### MILLING-IN-TRANSIT CHARGE STAYS

Pacific Northwest millers have lost in their effort to block the milling-in-transit charge of two and one-half cents per 100 pounds on Hard wheat from Montana and coarse grains from the Missouri River territory, published by the railroads last fall and suspended by the Interstate Commerce Commission on complaint of Tacoma and other northwest millers.

Copies of the decision of the Commission have been received by R. D. Lytle, traffic manager of the North Pacific Millers Association. The decision upheld the transit charge as reasonable. The only exceptions to the application of the charge is to be made on grain milled by tidewater mills shipping direct by boat to California points.

The transit tariff was protested last January and hearing was held later in Helena, Mont.

### CARS FOR THE NEW CROP

According to L. M. Betts, manager of the closed car section of the car service division of the American Railway Association, the initial crop movement this year is to be just as heavy as last year.

The best information that can be obtained from the grain trade indicates that owing to the short crop and increased price over last year, there will be an initial movement as heavy as last year, but not of as long duration. This primary movement will be to interior mills with substantial consignments to Kansas City and Wichita, also very good movement to Twin Cities, but with exceptionally light movement to the Gulf for export. Interior mills will accumulate considerable in storage. Grain stocks at Kansas City, as of the end of the first week in June, show approximately 5,500,000 bushels in storage compared with 7,250,000 bushels the same time last year and a reduction of over 8,000,000 bushels in 60 days.

At the Trans-Missouri-Kansas Shippers' Regional Advisory Board meeting at Tulsa, Okla., the southwestern and centralwestern railroads were optimistic of their ability to protect any movement of grain without difficulty. It was further stated that no emergency measures on the part of the car service division are necessary at this time to meet the situation.

### REPARATION CLAIMS REFUSED

The Northern Grain Warehouse's complaints against rates of the Oregon Short Line and other railways, were dismissed recently by the Interstate Commerce Commission.

These cases were attempts to obtain reparation on shipments made in the period between November 20, 1921, and January 6, 1922, because the Commission, in Rates on Grain, Grain Products and Hay, had already found the rates in question unreasonable, and expressed the expectation that reduced rates would be made effective as soon as possible but not later than November 20, 1921. No order was issued until November 21, 1921, at which time the carriers were given until December 27, to put into effect the lower rates. Owing to the inability of the carriers, physically to prepare the schedules, the effective date was postponed until January 7, 1922.

Counsel for the complainants, the Commission's report said, conceded that he would have no case if an order had been entered on October 20, 1921, the day the case was decided, fixing January 7, 1922, as the date upon which the reduced rates should become effective. The complainants, however, contended that they acquired vested rights in reasonable rates when the Commission called upon the carriers to put into effect reduced rates on Novem-

ber 20, 1921. The Commission, however, pointed out that the case was an investigation instituted by it and not a proceeding upon complaint; also that its powers were not those of a court of equity.

## FIELD SEEDS

(Continued from Page 54)

paid, and hence no business of importance was accomplished as buyers as a rule expected lower prices because of somewhat easier markets abroad and slightly larger arrivals, the total for the month being about 780 bags, compared with 670 for the previous month. Early in the month shippers offered French seed for shipment during the first week in August at 5.80 cents c.i.f., but this was not prompt enough to interest buyers. Later July-August shipment was offered at 5 1/4@5 1/2 cents c.i.f., but as no straight July shipment was offered buyers remained indifferent.

Fancy Kentucky Bluegrass was the outstanding feature of the month as far as strength was concerned, although it was fully as inactive as other varieties. However, with stocks light and the crop promise so poor, holders advanced the nominal spot basis to 32@34 cents, compared with 28@30 cents a month ago. There were no exports during the month.

### SEEDS AROUND MILWAUKEE

By C. O. SKINROOD

The seed dealers of Milwaukee in large numbers will attend and take part in the convention of Wisconsin seedsmen at Madison, July 15 and 16. This will be the second annual conference in this state and it will be held in the Agronomy Building of the College of Agriculture. Last year the conference was found exceedingly helpful and plans were immediately broached for holding a similar meeting this year. More than 300 seedsmen in the state have received invitations and a very large attendance is expected.

One of the most helpful ideas in the entire program is that of having the seed dealers study the experimental plots at the Wisconsin State University at first hand.

An investigation made in the state shows that Fond du Lac County is the banner county in the state for the raising of Alfalfa. This county reported 21,300 acres devoted to this crop. Next comes Waukesha County with a total of 20,000 acres, while Green County on the west side of the state is third with 18,100 acres. Investigations in Dane County showed that while only 2 per cent of the area of the county is planted to Alfalfa, about 21 per cent of the county's lands are devoted to Mixed hay.

Milwaukee promises to become a better and better flax market due to plans for improvements made by William O. Goodrich Company, linseed oil manufacturers. The official announcement was made by William O. Goodrich, Jr., the treasurer of the company. The new unit will be an enlargement of the present work house to serve the steel and concrete tanks for handling and storing of flax seed. It is planned to have the improvements finished in time to take care of the large fall crop movement.

Handling and cleaning of the seed will be facilitated with the completion of the new building. The new workhouse will be built to derive the most economical and efficient operation of the mills by making use of the stream line system. By this method the flax seed is elevated to the top of the house and passed through separators, cleaners and blowers before being placed in the tanks for storage.

The present storage capacity of about 140,000 bushels will be increased to approximately 190,000 bushels. The Goodrich plant now grinds 5,000 bushels of flax seed a day when operating at capacity of about 1,500,000 bushels per year. The productive capacity is also about 250 barrels of oil and 100 tons of linseed meal daily.

Modern weighing facilities will be installed and will be under the supervision of the Milwaukee Chamber of Commerce Weighing Department. A 40,000-bushel steel storage tank was erected only about a year ago. The new improvements will make this one of the most modern flax seed crushing plants in the country and will materially increase the importance of Milwaukee as a flax seed market.

The second crop of Alfalfa is reported to be in excellent condition and even the first crop was also fairly good with an average yield of 1.1 tons per acre. With continued rains heavy yields are looked for not only in Alfalfa but also in Red Clover. Unusually luxuriant growth of White Clover are also reported in many quarters.

A very nice outlook for a seed crop this fall, is the report of the North American Seed Company concerning conditions. The company states that the second crop of Clover should be a good, thick stand, thus insuring a large yield of seeds. As to other states which are principal Clover seed

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producers, the North American company says it has no specific information as yet.

Trade in seeds is reported by the North American to be very light with only the remnants of buying here and there in some of the late sown seeds and in Alfalfa.

The recent advance in the price of Timothy seed, was ascribed by the company to the poor crop outlook in this line. The yield of Timothy seed is not expected to be up to normal.

The carry-over of seeds was not large, according to the North American concern. There are no oppressive supplies left, the company states, in fact the carry over will be only about normal.

The seed outlook in Wisconsin has improved very materially in the last 30 days according to the Courteen Seed Company. Quite general rains have helped the outlook for all of the various lines of seeds.

The Courteen company says the prospects are for an extra good crop of Alsike as the fields look good and the acreage is large. The White Clover acreage is also good and the condition is good. With favorable weather for a little while longer, the harvest is expected to be satisfactory. In general the Courteen company says it is a little too early to tell about the Red Clover crop in Wisconsin because the fields are not far enough along. Not until the second crop is growing well will the prospects along this line be clear. However, with the rather abundant rains recently, which have helped all the Clover fields, it is believed that these will help to assure a good growth.

The Courteen company says the carryover of seeds this year at the end of the selling season, was very light. Not only in Alsike, but in White Clover and Red Clover the stocks at the end of the season were found to be very small. This was expected after the high prices and the scarcity of the past season. Exceptionally small storage supplies were therefore looked for and this proved to be the case.

In general, the Courteen company believes that the country will have a fairly good crop of seeds. From other states the company has such conflicting information, that it is difficult to show any particular trend.

The official report on the seed market by the Milwaukee Chamber of Commerce says that there has been a sharp upward movement in the Alsike and Timothy markets, while Red and White Clover prices have been holding steady. Flax seed, it was reported, has not recovered from the earlier slump. Choice to fancy Red Clover seed ranged from \$25 to \$27, country lots were quoted at \$17 to \$22 and the dirty poor seed at \$10 to \$15. White Clover moved mostly at \$37 to \$48. The Alsike quotation was marked up fully \$3 and now ranges from \$13 to \$22. The sharp mark up in Timothy prices sent the good to choice seed up to \$6.25 to \$8, while the poor to fair ranged from \$4 to \$6.25. In general the seed market has ruled very strong with important advances in some branches of the market.

## IRRIGATION OPENS NEW LAND

Irrigation has opened almost all of the plains of the west for cultivation and the settlers out there have and are taking advantage of the possibilities at a rate which seems almost impossible. According to a report issued by the canal company supplying irrigation water in the Twin Falls section of Southern Idaho, 4,285 additional acres of land were planted this year.

The report gives acreages of seed crops as follows: Alfalfa seed, 480 acres in 1925; 325 acres in 1924; Red Clover seed, 4,194 in 1925, 5,960 in 1924; White Clover seed, 368 in 1925, 323 in 1924; beans, 36,791 in 1925, and 38,647 in 1924.

Under beans is included both garden and commercial sorts.

## WEED SEED ANALYSES

Because many important weeds ripen seeds at the harvesting time of grains and grasses, large quantities of weed seeds are mixed in with crop threshings and cuttings, and weed seed taint is still a problem to every seed merchant and buyer. The Iowa State Agricultural College has made an examination of a large number of Clover and Timothy samples received from growers and dealers during the past three years, and has found a total of 119 different species of weed seed varieties present. C. M. King, in Bulletin No. 226 sets forth a clear description and table analysis of the weed seeds discovered.

Among the serious weed pests which threaten the farm lands of Iowa through seeding are buckhorn, wild carrot, Canada thistle, dodders and quack grass. The seeds of all these are distributed with crop seed. While quite troublesome in many localities, most of these weeds have not yet spread beyond control by effective measures.

The weeds named are all of such nature that consideration for the land and for the general good, forbids their being introduced in even the smallest amounts.

A review of the weed taint of the samples de-

scribed in this bulletin lends force to the concluding suggestion that all seed sown, especially that from outside sources, should be tested for purity as a preventive measure in the weed control of Iowa. The kinds and amount of weed seeds present should be determined. The germinability of seed is an important factor in crop production. The proportion of hard seeds present in legume seed should be taken into account in selecting seed. It is important if possible, to know where and under what conditions the crop seed was grown. Field inspection of crops to be harvested for seed is a pressing need since it furnishes the last word on occurrence of noxious weeds. Seed from fields infested by bad weeds should not be marketed, nor sown.

## IMPORTS OF FORAGE PLANT SEEDS

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds permitted entry into the United States under the Seed Importation Act:

Kind of seed	June		July 1, '24	
	1925	1924	Pounds	Pounds
Alfalfa	200	730,900	4,782,500	12,818,400
Canada bluegrass	7,800	3,800	1,149,700	816,900
Alsike clover	8,800	40,600	10,425,300	11,056,000
Crimson clover	*278,100	168,500	4,834,000	7,444,500
Red clover			6,511,400	24,728,900
White clover	† 54,500	62,600	1,227,300	1,407,500
Clover mixtures	100		13,040	74,000
Meadow fescue			600	300
Grass mixtures			200	100
Broom-corn millet		31,100	253,000	595,200
Foxtail millet			243,100	184,200
Orchard grass			991,900	603,400
Rape	113,600	22,000	4,344,600	6,600,200
Redtop			700	400
English ryegrass	58,000	54,600	1,324,900	1,951,600
Italian ryegrass	77,700	11,200	831,300	1,033,900
Timothy			500	100
Hairy vetch	\$495,500	274,100	2,068,300	3,214,900
Spring vetch	164,100	176,200	1,266,300	1,209,600

The Seed Laboratory of the Bureau of Plant Industry reports the following imports of forage plant seeds not subject to the Seed Importation Act:

Kind of seed	June		July 1, '24	
	1925	1924	Pounds	Pounds
Bentgrass	24,600	10,700	257,900	348,400
Biennial white-flowered sweet clover			3,493,400	4,039,200
Biennial yellow-flowered sweet clover			51,500	222,000
Bur clover			4,600	4,700
Crested dog's tail			43,900	83,100
Chewing fescue	67,200	65,500	842,300	1,184,400
Other fescue	7,200	15,500	793,000	481,800
Meadow foxtail			1,800	10,500
Rescue grass				1,500
Rhodes grass			10,400	21,900
Rough-stalked meadow grass		2,200	40,400	43,300
Sainfoin				700
Sweet vernal grass			1,000	1,600
Ann's sweet vernal grass			2,200	6,500
Tall oat grass			1,800	300
Tall paspalum		1,200	29,400	6,300
Velvet grass			5,900	19,600
Wood meadow grass	1,100		26,200	16,500
Yarrow			200	700
Serradella			200	
Carpet grass			5,000	

\*135,700 pounds from France, 110,000 pounds from Hungary, 32,400 pounds from Belgium.

†29,500 pounds from Germany, 17,300 pounds from Poland, 7,700 pounds from Czechoslovakia.

‡175,100 pounds from Czechoslovakia, 99,100 pounds from Poland, 94,600 pounds from Latvia, 65,600 pounds from Hungary, 61,100 pounds from Germany.

## CLOVER AND TIMOTHY SEED

Clover market has met selling on the advance and prices have turned easier. Cash seed also remains speculative owing to the uncertainties of the new crop. Weather continues generally ideal. It is thought that some foreign selling has appeared recently. This, if it is true, could be considered speculative as well. The foreign situation presents no new features. One of our Paris correspondents writes under date of June 15 as follows:

"Red Clover—Alfalfa—regarding the crop of those seeds we cannot say anything reliable before the

end of July or the beginning of August, because the plants which are producing the seeds are not yet growing again, the first cut having been made lately or being made at present time. Should the weather remain favorable during July and the beginning of August there is every reason to think that we shall get a very large crop. The stocks of Alfalfa are rather small, the Red Clover ones almost entirely exhausted. United States have recently tried to buy new crop Red Clover on our market for October, November, December shipment offering 16@17 cents c.i.f. American ports, but we do not suppose that any business resulted, as the French shippers do not seem anxious to sell on account of the uncertainty of the French exchange and also of the coming crops."

Alsike has declined on some offerings of new crop seed. Market should show signs of stabilizing when new crop seed arrives on the market.

Timothy inactive. New crop offerings appear light at the moment.—C. A. King & Co., Toledo, Ohio, July 11, 1925.

## NEW SEED TRADEMARKS

New seed trademarks published recently in the Official Gazette of the United States Patent Office are: "Polar Brand" Alfalfa seed. Northern Mon-



tana Alfalfa Growers Association, Glasgow, Mont. Filed November 10, 1924. Serial No. 205,082. "Challenger" grass, garden and field seeds. Jameson-Hevener Company, St. Paul, Minn. Filed April 23, 1925. Serial No. 213,175.

## RENEWAL OF SEED TRADEMARKS

Here is the form required by the Government for the renewal of your seed trademark. The original certificate of registration does not have to be returned. Ten dollars is the renewal fee.

### PETITION FOR RENEWAL

To the Commissioner of Patents:

John Doe requests certificate of registration No. \_\_\_\_\_, granted to \_\_\_\_\_ on \_\_\_\_\_, which he now owns and has not abandoned, be renewed in accordance with the provision of Section 12 of the Trade-Mark Act of February 20, 1905.

JOHN DOE,  
(Address).

The last call for the renewal of trademarks issued under the Act of 1905 will soon be heard. December is the deadline.

## WHOLESALE GRASS SEED DEALERS MEET

The Wholesale Grass Seed Dealers held their seventeenth annual convention at Chicago, Ill., on June 22-23. Fred K. Kellogg of Milwaukee, was re-elected president; F. E. Crossland, Toronto, elected to vice-presidency, and Clarence K. Jones re-elected secretary-treasurer. Directors for the next three years are: A. E. Reynolds, John A. Smith and Marshall H. Duryea.

## NEW SEED ASSOCIATION

The California Seed Dealers and Growers Association which was formed primarily to bring the American Seed Trade Association convention to Los

**North American Seed Co.**  
Wholesale Grass and Field Seeds  
Milwaukee, Wis.  
"THE HOUSE OF QUALITY"

Exporters  
**Nungesser-Dickinson Seed Co.**  
Importers  
NEW YORK, N. Y.  
Wholesale Seed Merchants  
Buyers and Sellers

Timothy, Red, White, Alsike and Alfalfa, Clovers, Redtop and Millet Seeds

**SEEDS** BETTER SEEDS; BETTER CROPS  
**PRUNTY SEED & GRAIN CO.**  
9 South Main St. SAINT LOUIS



BUYERS—SELLERS, FIELD SEEDS  
ED. F. MANGELSDORF & BRO.  
Wholesale Field Seeds

First and Victor Sts., St. Louis, Mo.

# THE AMERICAN ELEVATOR AND GRAIN TRADE

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Angeles this year, is to be made into a permanent organization. The following are on the committee to organize the permanent association: Manfred Meyberg, Los Angeles; L. M. Kimberlin, San Jose; Lester L. Morse, San Francisco; F. W. Nelson, Portland, Ore.; Farwell Lily, Seattle Wash., and Walter Badger, Los Angeles.

## CLOVER ADVANCE MEETS OPPOSITION

Clover prices advanced with comparative ease as trade was light. This is seed making time. Much depends upon the weather. The new crop has a fair stand, and with favorable weather conditions, yield would be sufficient to meet the reduced demand of recent years. France must also be reckoned with. Foreigners have seed to sell on the bulges. Market is likely to be flighty and subject to wide swings until more is known of the probable yield. For this reason it will be well to have your orders here in advance to take advantage of the swings.—Southworth & Co., Toledo, Ohio, under date of July 11.

## AMERICAN SEEDSMEN'S CONVENTION

The forty-third annual convention of the American Seed Trade Association, held on June 9-11 in Los Angeles, Calif., was exceptionally interesting with 240 members of the trade present.

Officers elected to serve during the ensuing year are: President, Eugene D. Funk, Bloomington, Ill.; first vice-president, John C. Leonard, Chicago; second vice-president, George C. Stumpf, New York City; secretary-treasurer, C. E. Kendel, Cleveland. Directors are: Kirby B. White, Detroit; Leonardings, Atlanta, and David Burpee, Philadelphia, H. Vaughan, Chicago, for three years; H. G. Hastings, two years; Arthur B. Clark, Milford, Conn.; Leonard H. Condon, Rockford, Ill., one year.

Retiring president L. W. Wheeler was presented with a set of silver in recognition of his faithful service to the association.

## GRASS SEED PRODUCTION LOW

Several reasons are now apparent for the low volume of orchard grass seed produced in this country. The 1925 crop was only about two-thirds of the previous year's, while imports of the seed for the 11½ months ending June 15, were about one-third greater in volume than for the corresponding period ending in 1924.

Dry weather during the spring caused short growth of orchard grass, as well as other pastures, which together with high grain prices, forced grazing of orchard grass pastures beyond the point where livestock should have been taken off to insure a good seed crop. This resulted in a thin stand of seed stalks, which not only materially reduced the yield per acre from that of last year on the acreage which was saved for seed, but caused owners in many cases to decide that their stand

was too thin to make a seed crop, hence the acreage cut for seed was also reduced.

Harvesting of the crop began fully a week earlier than last year, and was practically completed in a week, due to favorable weather conditions. Threshing was expected to start in a scattered way the last week in June. The quality of the seed is expected to be fully as good as last year. The dry, hot weather prior to harvest was expected to cause the seed to be a little lighter in weight, but the favorable weather during the harvest will no doubt result in the seed being brighter than it was a year ago.

## OATS AS NURSE CROP FOR GRASSES

When farmers use oats as a nurse crop for Alfalfa, Sweet Clover, Red Clover, Alsike and Timothy, they should be warned that they can do it successfully only if they do not seed too heavily with oats or cover the grass seed with too much soil when dropped with oats. Many failures have resulted from these two things, says L. E. Thatcher of the Ohio Experiment Station. A safe practice is to drop the grass seed back of the drill and cover with the drill chains or by following the drill with a light harrow or roller.

About two pounds of Dwarf Essex rape seed alone or with a little Sweet Clover sown with the oats will furnish excellent late summer and fall pasture for sheep and hogs.

Oats and Canada field peas seeded together at the rate of a bushel and a half of each furnish a nutritious and palatable hay mixture. Oats alone make good hay if cut in the soft dough stage. The station finds that mixtures of flax, barley or Spring wheat with oats are not to be recommended in preference to oats alone.

Where grass or Clover is not seeded with oats nine or ten pecks of seed per acre have given best results on the fertile upland Wooster clay soil. The rate should be reduced to five or six pecks on lowland soil where lodging is likely to occur.

R. H. Kingman, Jr., and C. H. Milam have bought the Georgia Seed Store at Macon, Ga.

De Witte Dudley is now in charge of the seed and coal business conducted at Janesville, Mich., by A. H. Dudley.

Articles of incorporation have been filed by J. J. Chaltain and C. B. LeRosque who will conduct a seed business at Mount Vernon, N. Y., as James J. Chester.

A new seed storehouse is to be built at Eustis, Fla., for the Eustis Feed, Seed & Supply Company. It will have railroad switching space large enough for two cars.

The building of the branch plant of the Rogers Bros. Seed Company of Chicago, at Idaho Falls, Idaho, is being increased to give the company the needed space.

A wholesale and retail seed business is to be conducted at Elmvale, Ont., Canada, by Leslie A. Conn. He will specialize in handling Red Clover, Alsike, Sweet Clover and Timothy.

Charles T. Pike, Elbert Pike, Ernest C. Pike and Silas W. Pike have filed articles of incorporation as S. W. Pike, Seedsman, at St. Charles, Ill. The firm is capitalized at \$40,000.

## WHY-A-LEAK —STOP IT—

### BAD ORDER CARS

cause the loss of many hard earned dollars to shippers of grain and seed.

MUCH OF THIS LOSS can be saved by the use of Kennedy Car Liners. These car liners practically condition a bad order car and enable shippers to load cars that otherwise would be rejected.

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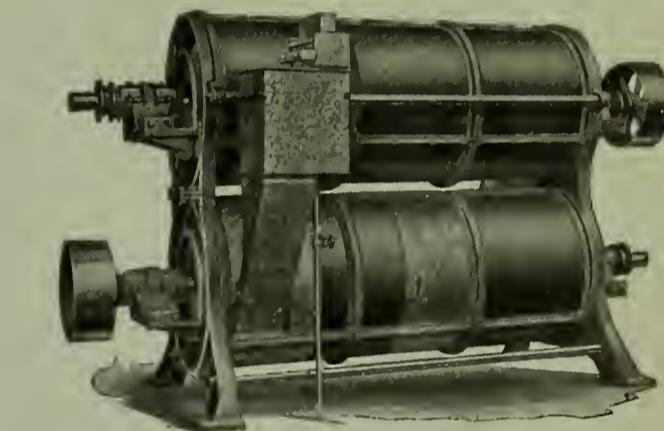
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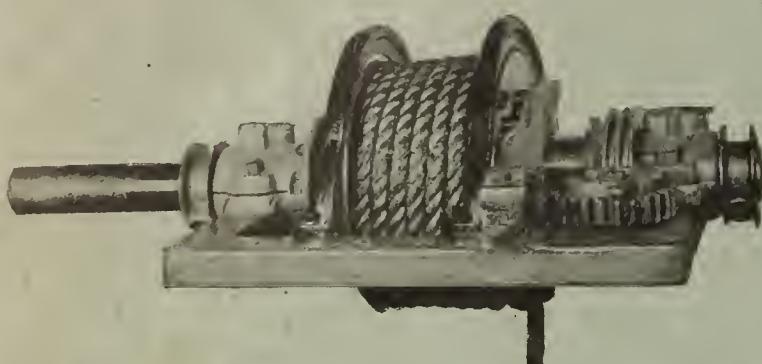
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Chambersburg, Pa.

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One of our customers who tried out a Weller Shovel said, "If an operator ever uses one of your new shovels he will never use any other make. It sure does the work and is easy to operate."

Claims of superiority for Weller Power Shovel—No counter weights—No counterweight ropes. Pulls at any point the shovel is stopped. Less noise and vibration than any other shovel on the market. Positive in action. Never misses engaging the clutch. Easy on the operator. Occupies less space. Time is saved in erection. Shipped Ready to install.



*Send for Power Shovel Circular*

WE MAKE A COMPLETE LINE OF

GRAIN HANDLING EQUIPMENT

**WELLER MFG. CO.**

1820-1856 N. Kostner Ave.

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New York

Buffalo  
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# MOHAWK



**RUBBER BELTING**

For many years the Standard Belting for elevators.

Specify this belting when contracting to build or remodel.

Demand it when ordering direct.

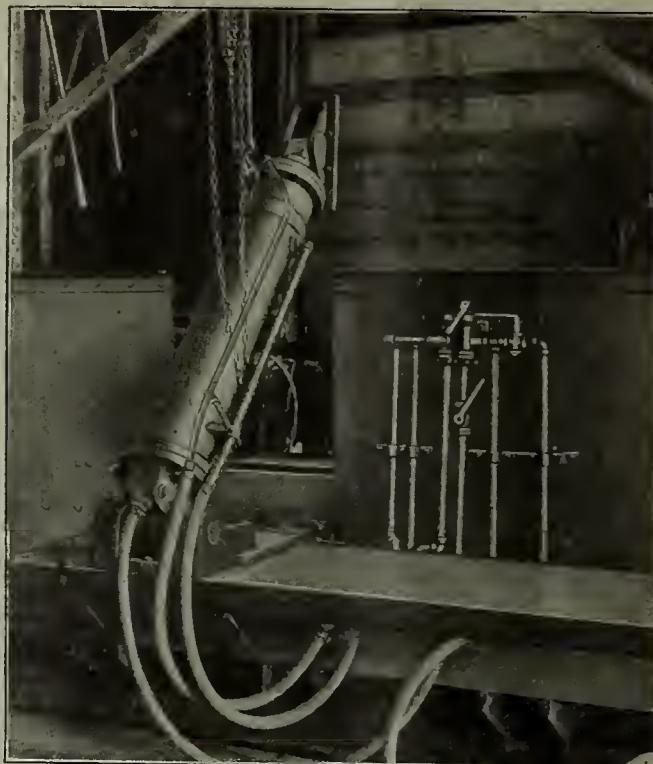
**The Gutta Percha & Rubber Mfg. Co.**

301 W. Randolph St. CHICAGO

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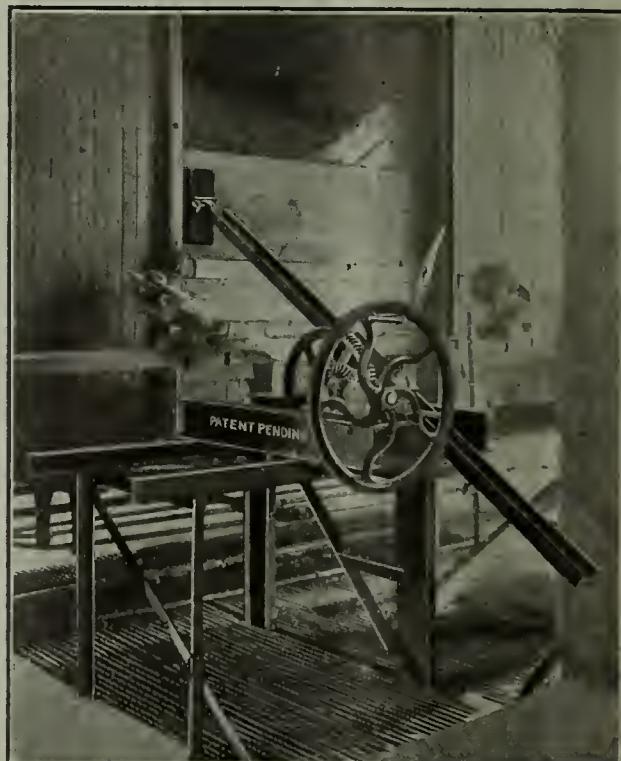
Peterson Pneumatic Grain Door Remover

(Manufactured under license)

## Air instead of axes!

Pushed in as though nothing held it—that's how a grain door is removed by the Peterson! Two minutes after you spot the car the door is out! No matter how spiked, no door can resist the tremendous pressure this tool exerts. With 100 lbs. air pressure it exerts 6,000 lbs. pressure on the door.

No crew needed for chopping door, no time wasted by shovel men. It earns a big salary by speeding up the entire work of grain unloading.



Pank Grain Door Remover

A simple, sturdy, powerful machine, operated by hand. One man turns the flywheel, easily developing all the pressure needed to remove any door.

Entire sections are removed at once without breaking, by either machine. Write for special catalogs and prices.

*Everything for Every Mill and Elevator*

**The Strong-Scott Mfg. Co.**

Minneapolis Minn. Great Falls Mont.  
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